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Master Negative Storage Number

PSt SNPaAg226

CONTENTS OF REEL 226

1) Inter-state milk producers' review, vol. 18
   MNS# PSt SNPaAg226.1

2) Inter-state milk producers' review, vol. 19
   MNS# PSt SNPaAg226.2

3) Inter-state milk producers' review, vol. 20
   MNS# PSt SNPaAg226.3

4) Inter-state milk producers' review, vol. 21
   MNS# PSt SNPaAg226.4

CONTENTS OF REEL 226 (CONTINUED)

5) Inter-state milk producers' review, vol. 22
MNS# PSt SNPaAg226.5

Title: Inter-state milk producers' review, vol. 18

Place of Publication: Philadelphia, Pa.

Copyright Date: 1937/1938

Master Negative Storage Number: MNS# PSt SNPaAg226.1

<2125091> * *OCLC* Form:serial 2 Input:HHS Edit:FMD
008 ENT: 980915 TYP: d DT1: 1920 DT2: 1971 FRE: m LAN: eng
035 (OCoLC)3493155
037 PSt SNPaAg0224.1-0227.3 $bPreservation Office, The Pennsylvania State University, Pattee Library, University Park, PA 16801-1805
090 20 Microfilm D344 reel 224.1-227.3 $cmc+(service copy, print master, archival master) $s+U1X1920-U12V2X1931+U12V4X1931+U12V6X1931- U25X1945
245 00 Inter-state milk producers review
246 30 Interstate milk producers' review
246 30 Milk producers review
260 Philadelphia, Pa. $bInter-State Milk Producers Association $c1920-1971
300 v. $bill. $c31-36 cm.
362 0 Vol. 1, no. 1 (May 1920)-
362 1 Ceased with vol. 51 in 1971
500 "Official organ of the Inter-State Milk Producers Assosciation, Inc."
500 Imprint varies
500 Includes occasional special issues.
500 Some mutilated pages
515 Occasional irregularities in numbering
533 Microfilm $mv.1 (1920)-v.12,no.2 (1931), v.12,no.4 (1931),v.12,no.6 (1931)-v.25 (1945) $bUniversity Park, Pa. $cPennsylvania State University $d1998 $e4 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm).
650 0 Milk $xPeriodicals
650 0 Milk trade $xPeriodicals
785 02 $tPennmarva
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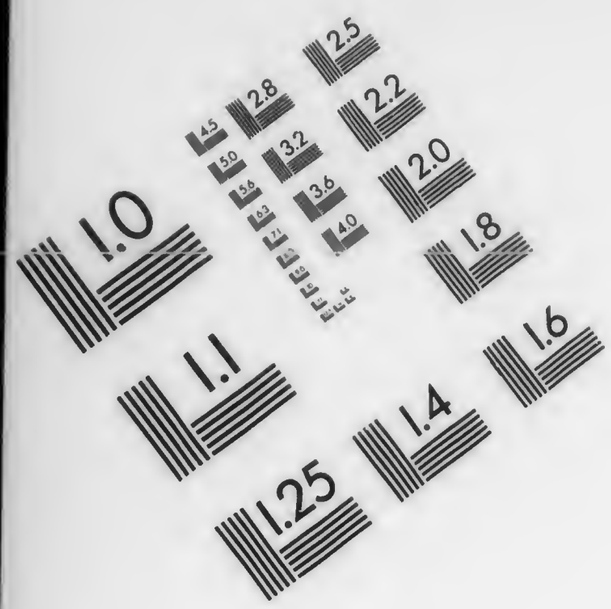
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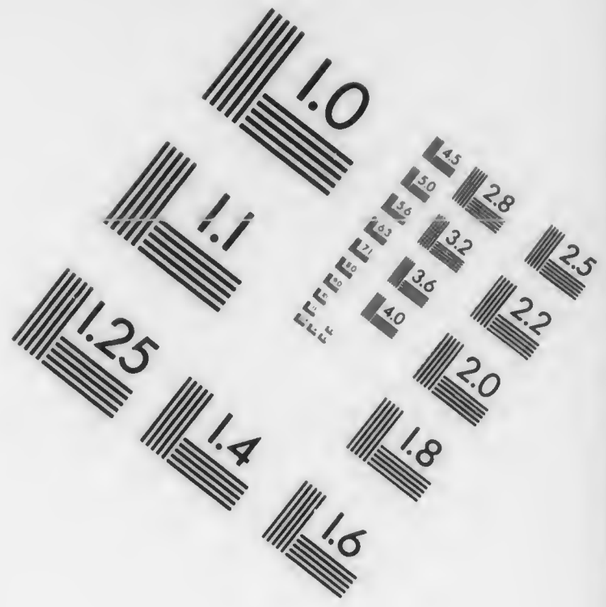
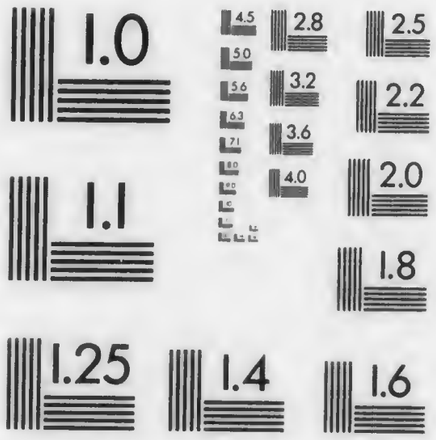
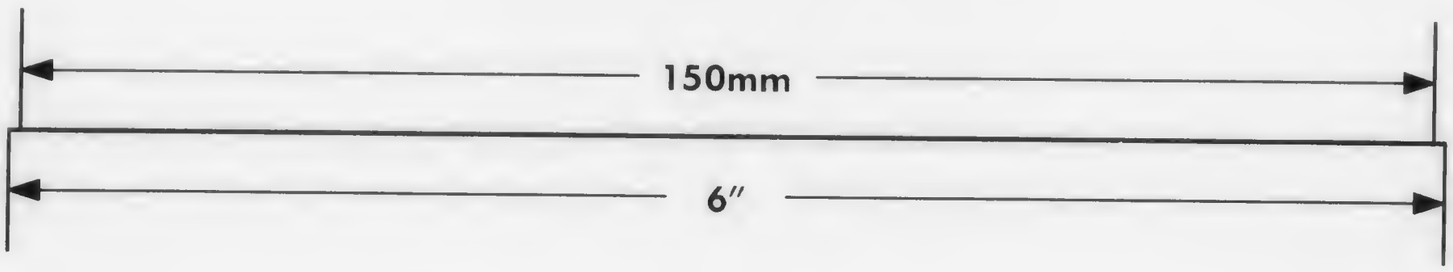
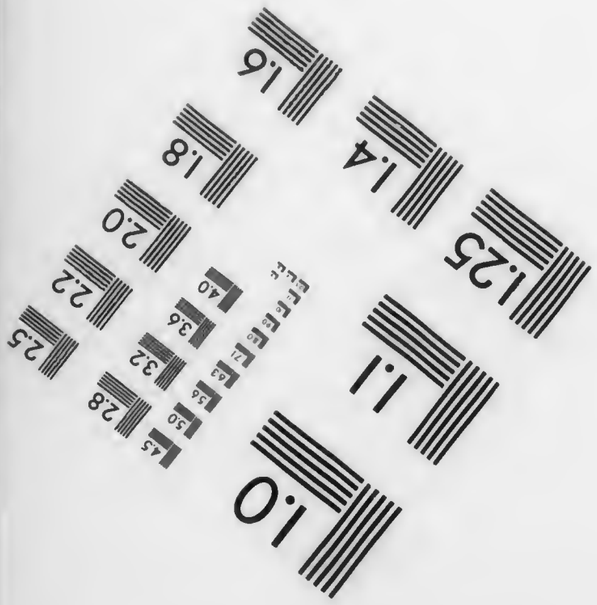


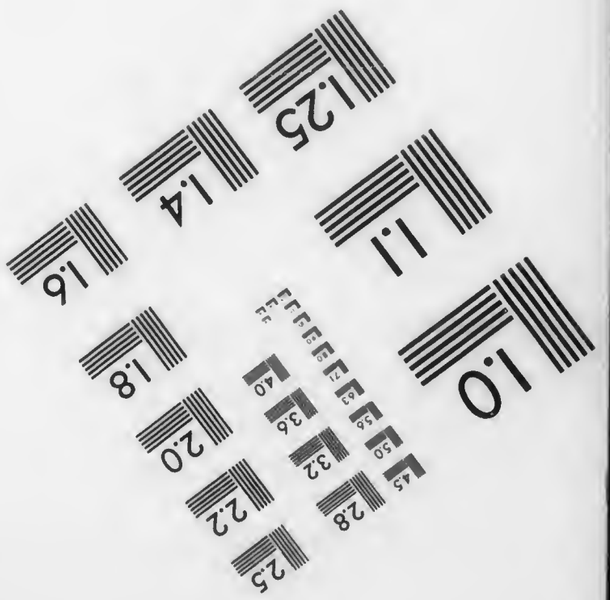
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Volume 18

1937/1938

INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

ol. XVIII West Chester, Pa., and Philadelphia, Pa., May, 1937 No. 1



H. Armstrong Roberts

Working Together

These boys are all working together and every one of them realizes that, should he quit pulling, his side loses to their opponents (unseen to us). How like a cooperative this situation is where every last one of us must keep on pulling or we all lose out to the contestants, whether seen or unseen, at the other end of the rope.

Control Bill Passes Legislature

Pennsylvania Establishes Permanent Commission

MILK CONTROL in Pennsylvania has been made permanent. This was assured with the passage of the administration milk control bill on April 28, establishing a Milk Control Commission of three members. The bill was passed by the House on the evening of April 26 by a vote of 185 to 9 and was immediately transmitted to the Senate. Several amendments had been added in the House, these amendments having been carried over from bill H 1649.

Upon reaching the Senate certain of these amendments were eliminated and the bill passed the Senate by a vote of 29 to 2, after which it was committed to a conference committee, whose job it was to adjust the differences between the two bills and recommend this compromise to the two Houses for action. The bill in its final form eliminated most of the House amendments.

Bonding Strengthend

The activities of the legislature during the few hours before the final enactment of the bill were marked by maneuvering in which several groups attempted to obtain concessions through demands and threatened delays. Determined attempts were made from some quarters to modify the bonding provision which would have permitted a dealer to be delinquent thirty days before bond would be required. This would have, in fact, permitted him to owe for seventy-five days' milk before the commission could take action against him.

The bonding provision as it now stands is more strict than previously and requires the filing by each dealer of a surety or collateral bond for an amount at least equal to one month's milk purchases at lawful prices. If payment to producers is made in full weekly, the required amount of bond is reduced one-half.

Includes Price Fixing

The bill as passed requires fixing of prices to both producers and consumers. The terms of the members have been increased to six years, except that the original appointees will be for two, four and six years. In this manner the control commission will be a continuing body, no governor making more than two appointments during his term, thus preventing sudden changes in policy. The salary of the chairman was increased to $6500 per year and the salary of the other members remains at $6000.

A feature of the new control law is that the control commission takes over the enforcement of the milk weighing and testing activities previously carried on by the Pennsylvania Department of Agriculture.

Making the control commission a permanent body permits development of a long-time program with out any necessity for re-enactment of laws and the changing of policies, which has been a distinct handicap to the emergency legislation heretofore in effect.

Two Reappointments Expected

It is reported that two of the three members of the previous milk control board will be appointed to the new permanent commission; these are Howard G. Eisaman, of Erie County, who has been chairman, and John J. Snyder of Easton. It is expected that these appointments will be sent to the Senate on May third for confirmation and that the nomination for the third commissioner will be made at the same time or shortly thereafter. Reports indicate that Dr. Howard C. Reynolds will not be reappointed.

Attempts to establish compliance committees of producers to be elected by postcard ballot was one of the House amendments stricken out in the Senate. Another amendment that was eliminated would have permitted the commission to set consumer prices only under certain drastic conditions. A third amendment that failed to receive approval would have placed certain restrictions on cooperative associations. An amendment to prevent deputy attorney generals who serve the milk control commission from appearing in private practice before the commission for two years after resigning was included in the final bill.

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Earnings Improve

Earnings of the National Dairy Products Corporation for the first quarter of 1937 show a substantial increase over the same period last year, according to a statement just issued by Thomas McInnerney, president. If present favorable earnings continue, a higher dividend may be paid.—*Dairy Record.*

Sponsor 4-H Dairy Club Team Contest

HERE IS A chance for members of 4-H dairy clubs to show how to do it. Any 4-H dairy club member in Delaware, Maryland or Pennsylvania is eligible to compete in this contest and the grand prize for the winning team from each state is a trip to the National Dairy Exposition at Columbis, Ohio. The team of two must be members of the same 4-H dairy club.

The same general rules apply in each of these states. Contestants must be 15 years old but under 21 years. The same score card will be used as the basis of judging the work of all teams.

The subject is the "Production and Handling of Milk on the Farm". Or it might be called "Producing Quality Milk". The team of two club members will show by word and action how this should be done. Fifteen minutes will be allowed for each demonstration and the team that does the best job of showing practical methods will be the winner.

The subject demonstrated must be a regular part of the dairy club's program—whether the club started out as a dairy calf club and has added this work to its activities or whether it is organized especially to help the boys and girls get the facts about producing and handling high quality milk. Normally, this particular work comes as the third or fourth year's work of a club that starts with heifer calves.

Boys and girls, this is for you. We want especially to see those of you from Inter-State families take part for the pleasure, the knowledge and the benefit to be gained from belonging to such a club. And if you win out in your club or your county you get a chance to go to the state contest. The state winners, in turn, go to the National Dairy Exposition. We will help send the winners there.

Your county agents or county club leaders, or our own field representatives, will give all possible help to your dairy club and your dairy demonstration team.

What Makes a Good Meeting?

EACH OF YOU, as a member of this Cooperative, has a part in every meeting of the organization. In most cases, you will find it possible to attend only the local, and possibly the district, meetings. It is always a real job for your local officers to plan the best kind of meetings—if there is any best kind.

To my mind, the best meetings are those that get the most information to the members and, in order to do that, the members must come out to the meetings. This requires that the programs be to the point and of the kind that will appeal to the greatest number. Our field representatives and we, here in the office, are ready at all times to help your local officers plan such meetings.

When I first came to this milk shed I heard criticisms of the local meetings to the effect that the programs were too dry and the local people didn't take enough part in them. Our local officers and field representatives have been changing that by adding some entertainment and, sometimes, even including refreshments.

But just the other evening, shortly after a local meeting of that kind, some producers approached me with the suggestion that this particular meeting contained too much entertainment and not enough food for thought. These individuals also felt that it was an imposition on local people to provide entertainment.

This shows the need of giving a lot of thought to the programs of our locals. How much entertainment should there be to take our minds off our worries and how much "heavy" material should there be to satisfy our demand for information? We recognize that all entertainment would not justify a meeting and all talks, charts, etc., would be a big dose for one evening.

These meetings are held by and for the members. Give your local officers and your field representative your ideas on what makes a good meeting and how long it should be.

A. J. Lauterbach

Dairy Industry Tells Story With Pictures

IT MAY surprise many REVIEW readers to learn that the dairymen in the Philadelphia Milk Shed are in the motion picture business. Our motion pictures which were produced by the Dairy Council were shown last year in 112 theatres to 327,000 people. We not only circulated these pictures from theatre to theatre but the pictures themselves were actually produced for the dairy industry as one means of keeping the public favorably informed about the industry and as a means of boosting milk consumption.

Some of these pictures were taken right on farms of Inter-State members. A perennial favorite "Bonnie Lassie" is the life-story of a pure-bred cow on one of the fine farms of which our milk shed boasts. It shows the many steps which are involved in producing a high quality milk supply, transporting it to the city, its pasteurization and care in the city milk plant and, finally, its distribution to the consumer's doorstep.

"The Human Race", through its record of athletic champions, shows the importance of good physique and its relation to milk drinking. This educational advertising is carried on through the avenue of motion pictures.

This entire program is conducted by the Dairy Council, which is now in its eighteenth year. During these eighteen years a total of, roughly, somewhere around four million individuals have seen these Dairy Council pictures — almost twice the entire population of Philadelphia.

Motion picture production these days has to be well done if it is done at all. And at best it is not inexpensive. It costs roughly three thousand dollars to produce a 1000-foot picture which takes about 15 minutes in showing. In order to secure 1000 acceptable feet of professional film it is sometimes necessary to take 4 to 6 times as much footage.

Because the Dairy Council pictures are well done and interesting, both town and city theatres are willing to show them as part of their program, thus enabling the dairy industry to reach the vast audience of movie goers and in addition to the theatre audiences, the Dairy Council last year showed motion pictures before hundreds of school assemblies.

Sherlock Holmes: "Ah, Watson, I see you have on your winter underwear."

Watson: "Marvelous, Holmes, marvelous! How did you ever deduce that?"

Sherlock: "Well, you've forgotten to put on your trousers."

Removing Poor Cows Improves Dairy Herd

Weeding out low producing cows from the dairy herd is of extreme importance at the present time and under present conditions, says E. B. Fitts, dairy specialist at Pennsylvania State College.

Cows that produce less than 260 pounds of butterfat in a year, which is the equivalent of 6500 pounds of four percent milk, are of doubtful value as money makers, continues Professor Fitts. If the annual yield is under 260 pounds of butterfat for a mature cow it will be of advantage to move such cows on to the butcher as soon as it can conveniently be arranged.

Weeding out the lower producing cows from the herd will help to reduce the amount of surplus milk on the market and at the same time will also cheapen the cost of milk production in the balance of the herd through increasing the average production per cow.

Surplus milk is often a serious problem during the summer months, Professor Fitts points out, and improving the herd now through weeding out the lower producing cows will result in the dual benefit of reducing the milk surplus and increasing the profits from the herd.

Where pasture is abundant it may be well to dry off all low producing cows and fatten them on pasture for sale to the butcher or to kill in the fall for home use.

The only shots that count are those that hit.—*Theodore Roosevelt.*

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager

Business Offices
235 E. Gay St., West Chester, Pa.
401 N. Broad St., Philadelphia, Pa.
(Address all correspondence to Philadelphia office)

Editorial and Advertising Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 3, 1920 at the post office at West Chester, Pennsylvania, under the Act of March 3, 1879.

Avoid Grassy Flavors

Check Your Cooling

Help Us Make This Saving

Our Cooperative is out after results and wishes to get those results as cheaply as possible. Quite frequently we have occasion to send letters to groups of our members, either those supplying certain receiving stations or members of certain locals.

We like to send those letters under 1½ cent postage; by doing so we save $15.00 of your money every time we send one thousand letters. That gives the management $15.00 to put to other uses that will help you and your neighbor members.

Likewise, we usually send notices of meetings by postal card, thus saving two-thirds of the cost as compared to first-class letters.

You can help us save this money for yourself and your neighbors by reading every letter we send you, regardless of whether it goes in a first-class, sealed envelope or third class, unsealed. The message can be just as important whichever way it is sent and we do not send these letters or cards unless we feel that the majority of you to whom they are sent will be directly interested.

●

Watch This Oleo Scrap

The oleomargarine interests are waging a nation-wide fight to be allowed to sell their product in direct imitation of butter. Bills have been introduced in the National Congress and in several state legislatures which would greatly modify or entirely eliminate taxes on this product which has always been sold in a manner which imitates butter. The packages have been the same size and shape, the color has been imitated whenever possible and, in short, almost every action in the merchandising of this product has shown that they must "ape" butter in order to make sales that are satisfactory to them.

The oleo manufacturers even go so far as to churn their product in milk so as to obtain the flavor and aroma that only milk can give their product. Even with all that camouflage, the resulting product does not have the peculiar nutritional qualities found only in butter and the butterfat of other dairy products.

In spite of all these admitted facts an official of the national trade association for oleomargarine makers comes out with the statement that "Margarine (oleo) has made its way and has maintained its position on its own characteristic merits." The principal merits it possesses are its energy value and the skill in the manufacture of it.

In face of all these facts we urge every milk producer who wants to save the dairy markets for dairymen and who wants to protect his markets from cheap substitutes to protest vigorously against any legislation which would permit oleomargarine to imitate butter as it pleases.

●

Three States Vote Bangs Indemnity Funds

The legislatures of Pennsylvania, Delaware and Maryland have already passed or are considering bills which would appropriate funds for indemnities to be paid owners of cattle reacting to the Bang's test. This action on the part of these legislatures will enable herd owners to eliminate this costly disease from their herds at very little loss.

When the herd is tested under the State-Federal plan for the elimination of the disease, every reacting animal will be appraised at its fair value for dairy purposes. The animal can then be sold for beef, this amount deducted from the appraised value and the combined State and Federal indemnities will be applied on the remainder.

For example, suppose a dairy cow that is appraised at $100 brings $42.00 for beef. Under this plan, the owner would, if in Pennsylvania, draw another $32.50 State indemnity and $25.00 Federal indemnity, a total of $57.50, which would apply on the $58.00 which the herd owner is still out after receiving beef value.

In this case he would lose $.50 on a $100.00 animal. This is a very small price to pay for eliminating such an animal, which may at any time become barren or a spreader of Bang's disease, from a herd.

Kennedyville Station Cooperates 100 Percent

Another receiving station has entered the ranks of those with 100 percent of their patrons joined as members of the Inter-State Milk Producers' Cooperative. This is the Kennedyville receiving station in Kent County, Maryland, with 102 patrons.

Credit for this record is due Clayton Reynolds, field representative, and John Carvel Sutton, director in the district in which these producers live. In addition they had help from local committees who all joined together to achieve this record.

The list of stations and truck routes that have passed the 90 percent mark is growing constantly. We expect to report from time to time that certain of these have also achieved the distinction of being 100 percent cooperative minded.

●

English Milk Control

England is many miles away in point of distance but close to us in the nature of its milk problems.

The March issue of "Home Farmer", an English agricultural paper, contains many interesting comments about their milk business. One of them says, "We are receiving an increasing number of letters from producers on the need for expediting the board's amendments to the milk scheme (their word for control plan). 'It puzzles me to know why the board can't get a move on', writes an exasperated producer-retailer who has some caustic things to say about his levies." The article goes on to say that this delay was caused by certain demands that proposals be submitted to a vote before being made effective.

Another article called attention to the importance of milk in the plans for the coronation. A carton of milk will be given to each of 40,000 school children who will witness the coronation parade. Milk buffets are being added to many of the refreshment stands and other plans are being developed to assure the immense crowds of being able to obtain the milk they desire on this occasion.

Two full pages of this publication are taken up with the discussion of milk bars, mentioning new bars being opened and the success of numerous well-established bars that feature milk and milk drinks. It seems that this is an idea that could well be copied in America.

Another double page of pictures shows milk being distributed or consumed at special lunch periods in numerous factories.

Boston Co-Op Scores Victory

A DISTINCTIVE victory for milk marketing cooperatives was won recently when a suit brought by the New England Milk Producers' Association against a milk dealer operating in Vermont was settled out of court upon payment of $20,000 to the cooperative.

The New England Milk Producers' Association had obtained an injunction to prevent this dairy company from making incorrect, false or misleading statements about the cooperative and from inducing or encouraging members to withdraw from the cooperative. The hearings on the case were carried on for thirteen weeks with occasional brief recesses before settlement negotiations were started. The original offers were turned down because of being very low.

In addition to the $20,000 settlement to the cooperative an injunction against this milk company was dissolved and a stipulation signed by that company to the effect that the defendant company, its officers, agents and servants would not "induce or attempt to induce by intimidation or any other unlawful means the members of the plaintiff to terminate or withdraw from their membership contracts . . . knowingly induce or attempt to induce any member of the plaintiff to breach his marketing contract with the plaintiff . . . maliciously and knowingly spread false reports about the finances or management or activity of the plaintiff . . . intimidate or attempt to intimidate any producer of dairy products for the purpose of preventing him joining the plaintiff."

It is evident from this case that the dairy company must have recognized that they were over-stepping the law or they would not have paid damages in such an amount nor signed any stipulation containing such drastic terms. This is another victory for cooperatives which establishes their right to function as cooperatives and recognizes their right to take legal steps against anyone who makes false statements about the cooperative or in any way breaks down the good will of the membership, especially by unfair means.

Cooperatives Will Meet At Ames, Iowa

The American Institute of Cooperation holds its thirteenth annual session at Iowa State College, Ames, June 21-25. More than 100 nationally recognized authorities will be included on the program, which will consist of 38 separate meetings and commodity conferences, covering every phase and development of the cooperative movement.

The Institute program will follow the same general structure of previous years with general sessions devoted to subjects of interest to all cooperatives and three of the afternoons given over to special discussions for each commodity group.

The Institute will be held in conjunction with the meetings of the Iowa Country Life Institute. The facilities of the Iowa State College will be used for the meetings and accommodations will be available at very reasonable rates.

●

Educating Consumers

The New Jersey Milk Control Board is doing a constructive piece of consumer education by means of articles by Mrs. Oakley W. Cooke, a member of the New Jersey Board, which are prepared for use in newspapers. The latest series of articles to be used during May and June cover such widely varying subjects as improvement in the quality of milk, the real basis of food value, retail versus store sales, milk as a food bargain, the source of supply, seasonal variations in milk supply, health regulations and bottle problems. The articles are well written, authoritative and sound.

Such activities as this should go far in developing a consciousness among consumers of what the milk problem really is and thereby simplify the matter of adjusting prices when occasion requires.

●

Measuring Stick Applied To 42,000 Cows

Eighty-seven cow testing associations were in operation in Pennsylvania during 1936, testing 42,266 cows. The average production for all cows for the year was 8,302 pounds of milk and 333.7 pounds of butterfat.

Associations operated in 53 of the 65 counties in the State while eighteen counties had two or more associations.

The average production per cow exceeded 300 pounds of butterfat per cow in 81 of the 87 associations, while 22 associations averaged more than 350 pounds. The leading associations were: Indiana County No. 2, 380.8 pounds; Centre County No. 1, 376.5 pounds; Western Berks, 375.0 pounds and Venango County, 371.5 pounds. Seven associations had an average production per cow of more than 10,000 pounds of milk, Garden Spot Association, Lancaster County, leading with 10,614 pounds, and Centre County No. 1, Buffalo Valley, Venango County, and Original Cumberland County also passing that mark.

A total of 8,265 cows were removed from cow testing association herds during the year of which 2,542 were culled because of low production, 1,040 for abortion, 937 for udder trouble, 554 for sterility, 173 for old age, 161 for tuberculosis, 119 because of accidents and 286 for other reasons in addition to 2,036 that were sold for dairy purposes and 417 that died.

●

An old farmer wrote to Sears Roebuck & Company: "Please send me one of them gasoline engines you advertise on page 785 and if it's any good I'll send you a check for it."

The following reply was received promptly: "Send us the check and if it is any good we will send you the engine."

"And," said the instructor to the class as he finished his lecture, "if the parachute doesn't open, that is known as jumping to conclusions."

Freshman: "Where do jailbirds come from?"

Soph: "They are raised from larks, bats and swallows."

Inter-State Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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New York Prices Fall

PRICE REGULATION of milk expired in New York State at midnight, March 31, and prices were reduced to consumers promptly. Some instances were discovered in New York City where milk was sold from stores for as low as 4 and 5 cents per quart. It is still too early to determine who sustained these losses. In many cases the milk was sold as a "loss leader", in order to bring customers to the store. When that happened the storekeeper obviously carried part of the loss.

Dealers selling at retail to homes reduced the price from 13 cents to 12 cents on April first and later in the month reduced it another cent in order to hold their customers who were attracted by a rather general store price of from 7 to 9 cents per quart. It is generally conceded that producers will stand too large a share of these price reductions and it is probable that many of them selling to irresponsible dealers will get little or nothing for their milk.

Same Dealers Cause Trouble

Reports from New York City indicate that the worst price cutters since price control ended have been the same milk dealers who were in more or less frequent trouble with the control board previous to the elimination of control; while those who recognize the value of a stable market reduced their prices only in self-defense.

As a result of this chaotic situation there is developing a realization of the need for sound milk legislation in New York State and a new bill is now before the New York legislature which allows producers supplying any certain market to set up bargaining agencies through their cooperative associations. This bill also provides that price setting be optional in any market, depending upon the producers' desires. Late reports indicate that this bill, known as the Rogers-Allen Bill, is receiving enthusiastic support from producers, and, with few exceptions, letters to the legislators urge its passage.

Because of the inter-state character of the New York market this bill will tie in closely with the marketing agreement bill which has passed the National House of Representatives and is now before the Senate.

Although Inter-State members as a whole are not directly concerned with New York prices, the market situation in New York indirectly affects the price structure in the entire eastern seaboard area. It is impossible to maintain fair prices in one market while producers supplying a nearby market are victims of a prolonged price war. It is only natural and human for them to try to get into the better market at a price even a little higher than they have been getting but still at a cut price as compared to prevailing prices in the stabilized market.

●

Important To Know Why

Most members want to know why things go wrong; few seem to be interested in why things go right.

An understanding of the details of satisfactory operations is more important toward continued success than a post-mortem after something has gone haywire.—*H. W. Woodward, manager, HQA Cooperative Corporation.*

Beal: "How did my son carry on the business while I was gone?"
Clerk: "Oh, he carried on all right, but he forgot the business."

The man with the most decided opinions has usually had the least experience.

"This fur is real fox."
"Are you certain?"
"Perfectly—but you know what a deceitful animal a fox is."

Supplementary Notes To Price Table On Page 7

The March average price (in **bold face type**) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The March Class III price in Pennsylvania as set by the Control Board is $1.38 per 100 pounds of 3.5 percent milk, f. o. b. dealer's plant or receiving station. Class III price for March in Maryland, Delaware and West Virginia is $1.15 for 3.5 percent milk.

The butterfat differential on Classes I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Wife: "How do you like my new gown? I got it for a ridiculous price."
Hubby: "You mean you got it for an absurd figure."

There is no saturation point for honest value.

Classification Percentages—March, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	*Class I*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	67	29.2	3.8	69.7 of Class I
Baldwin (A)	79	21	...	
(B)	73	17	10	
Blue Hen	72.3	27.7	...	
Breuninger	88	12	...	78% of Production
Clover (Wilmington)	72.38	27.62	...	
Engel	88	12	...	
Fraims	74	26	...	
Gross	85	15	...	
Hamilton	80	20	...	
Harbison	78	15	7	69% of Production
Keith	78	22	...	
Martin Century	84	16	...	75% of Production
Missimer	90	10	...	
Myers	80	20	...	77% of Production
Nelson	71	19	10	
Oakland Farms	65	35	...	
Scott-Powell	70	27	3	62% of Production
Supplee	68.04	31.96	...	53% of Production
Sypherd	78	22	...	
Waple	64	6	30	
Wawa	76	24	...	

NEW JERSEY

	Norm		*Cream*		*Excess*
Abbotts (A)	92	of Norm	8	of Norm	Balance
(B)	68	" "	32	" "	Balance
Castanea (A)	74	" "	*25	" "	Balance
(B)	80	" "	*20	" "	Balance
Scott-Powell	98.85	" "	1.15	" "	Balance
Supplee	100	" "			Balance

* 7% of Excess also purchased at cream price.

Prices 3.5% Grade "B" Milk

March Averages and March and April Schedules. (Explanatory Notes on Page 6, Col. 3.)

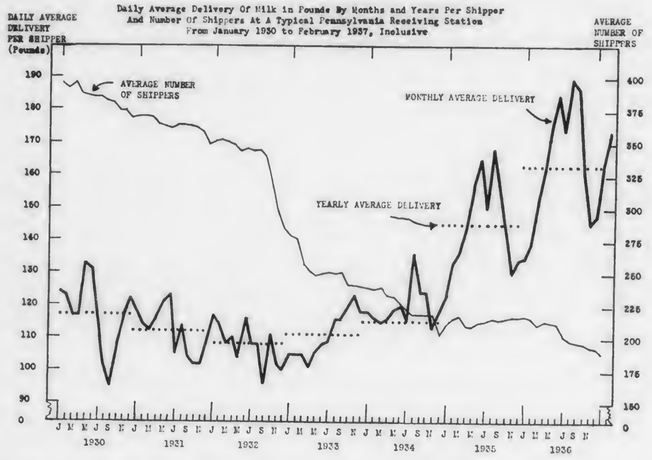
Dealer	Delivery Point	Mile Zone	Average Price Paid in March	Class I Price March & April	Class II price March	Class II price April
Keith's Dairy	Altoona, Pa.	f.o.b.	**$2.65**	*$2.88	$1.85	$1.73
Supplee-Wills-Jones	Bedford, Pa.	251–270	**2.18**	2.37	1.78	1.66
Peter Hernig	Boiling Springs, Pa.	126–140	**2.10**	2.48	1.80	1.68
Harbisons	Brandtsville, Pa.	126–140	**2.34**	2.52	1.80	1.68
Harbisons	Byers, Pa.	25– 40	**2.34**	2.52	1.80	1.68
Harbisons	Carlisle, Pa.	126–140	**2.34**	2.52	1.80	1.68
Harbisons	Centerville, Md.	81–120	**2.27**	2.48	1.65	1.45
Supplee-Wills-Jones	Centerville, Pa.	401–430		2.24	1.76	1.64
Supplee-Wills-Jones	Chambersburg, Pa.	141–200	**2.24**	2.45	1.79	1.67
Supplee-Wills-Jones	Chestertown, Md.	81–120	**2.22**	2.48	1.65	1.45
Scott-Powell	Clayton, Del.	41– 80	**2.23**	2.50	1.65	1.45
Abbotts	Coudersport, Pa.	271–400	**2.10**	2.28	1.77	1.65
Abbotts	Curryville, Pa.	251–270	**2.16**	2.37	1.78	1.66
Scott-Powell	Dagsboro, Del.	126–140	**2.16**	2.40	1.65	1.45
Supplee-Wills-Jones	Duncannon, Pa.	121–125	**2.29**	2.52	1.80	1.68
Abbotts	Easton, Md.	81–120	**2.18**	2.46	1.65	1.45
Glenroy Dairies	Glenroy, Pa.	41– 80	**2.25**	2.55	1.81	1.69
Abbotts	Goshen, Pa.	41– 80	**2.28**	2.53	1.80	1.68
Supplee-Wills-Jones	Hagerstown, Md.	141–200	**2.15**	2.39	1.65	1.45
Supplee-Wills-Jones	Harrington, Del.	81–120	**2.22**	2.48	1.65	1.45
Supplee-Wills-Jones	Huntingdon, Pa.	201–250	**2.23**	2.43	1.79	1.67
	Huntingdon, Pa.	f.o.b.		2.65	1.85	1.73
Harbisons	Hurlock, Md.	126–140	**2.25**	2.46	1.65	1.45
Nelson Dairy	Jeffersonville, Pa.	f.o.b.	**2.54**	2.88	1.85	1.73
Abbotts	Kelton, Pa.	41– 80	**2.29**	2.55	1.81	1.69
Abbotts	Kempton, Pa.	81–120	**2.27**	2.52	1.80	1.68
Supplee-Wills-Jones	Kennedeyville, Md.	41– 80	**2.22**	2.48	1.65	1.45
Harbisons	Kimberton, Pa.	25– 40	**2.34**	2.52	1.80	1.68
Martin Century	Lansdale, Pa.	f.o.b.	**2.59**	2.88	1.85	1.73
Supplee-Wills-Jones	Leaman Place, Pa.	41– 80	**2.33**	2.57	1.81	1.69
Supplee-Wills-Jones	Lewistown, Pa.	141–200	**2.24**	2.45	1.79	1.67
Sypherd Dairies	Lyndell, Pa.	25– 40	**2.33**	2.48	1.80	1.68
Harbisons	Massey, Md.	41– 80	**2.27**	2.48	1.65	1.45
Supplee-Wills-Jones	Mercersburg, Pa.	141–200	**2.24**	2.45	1.79	1.67
Harbisons	Millville, Pa.	141–200	**2.25**	2.40	1.79	1.67
Supplee-Wills-Jones	Moorefield, W. Va.	271–400	**1.98**	†2.14	1.65	1.45
Supplee-Wills-Jones	Mt. Pleasant, Del.	41– 80	**2.22**	2.48	1.65	1.45
Supplee-Wills-Jones	Nassau, Del.	126–140	**2.19**	2.45	1.65	1.45
Scott-Powell	New Holland, Pa.	41– 80	**2.33**	1.56	1.81	1.69
Abbotts	Oxford, Pa.	41– 80	**2.29**	2.55	1.81	1.69
Abbotts	Philadelphia, Pa.	f.o.b.	**2.53**			
Baldwin Dairies	Philadelphia, Pa.	f.o.b.	**2.57**			
Breuninger Dairies	Philadelphia, Pa.	f.o.b.	**2.76**			
Wm. Engel Dairies	Philadelphia, P.a	f.o.b.	**2.76**			
Chas. Gross	Philadelphia, Pa.	f.o.b.	**2.73**	2.88	1.85	1.73
Hamilton Dairies	Philadelphia, Pa.	f.o.b.	**2.67**			
Hutt & Kempf	Philadelphia, Pa.	f.o.b.	**2.50**			
Missimer Dairies	Philadelphia, Pa.	f.o.b.	**2.78**			
Scott-Powell	Philadelphia, Pa.	f.o.b.	**2.56**			
Supplee-Wills-Jones	Philadelphia, Pa.	f.o.b.	**2.55**			
Abbotts	Port Allegany, Pa.	271–400	**2.10**	2.28	1.77	1.65
Scott-Powell	Pottstown, Pa.	41– 80	**2.36**	2.61	1.81	1.69
Supplee-Wills-Jones	Princess Anne, Md.	126–140	**2.14**	†2.37	1.65	1.45
Abbotts	Providence, Md.	41– 80	**2.20**	2.49	1.65	1.45
Ziegler Dairy	Reading, Pa.	f.o.b.		2.88	1.85	1.73
Supplee-Wills-Jones	Red Hill, Pa.	41– 80	**2.33**	2.57	1.81	1.69
Breuninger Dairies	Richlandtown, Pa.	41– 80	**2.40**	2.48	1.80	1.68
Sheffield Farms Co.	Rising Sun, Md.	f.o.b.	**2.23**	($2.23 for all milk in March)		
Harbisons	Rushland, Pa.	25– 40	**2.34**	2.52	1.80	1.68
Scott-Powell	Snow Hill, Md.	141–200	**2.12**	2.34	1.65	1.45
Abbotts	Spring Creek, Pa.	401–430	**2.07**	2.24	1.76	1.64
Harbisons	Sudlersville, Md.	41– 80	**2.27**	2.48	1.65	1.45
Supplee-Wills-Jones	Townsend, Del.	41– 80	**2.22**	2.48	1.65	1.45
Wawa Dairies	Wawa, Pa.	f.o.b.	**2.41**	2.88	1.85	1.73
Supplee-Wills-Jones	Waynesboro, Pa.	141–200	**2.21**	2.45	1.79	1.67
Clover Dairies	Wilmington, Del.	f.o.b.	**2.45**	**2.67	1.78	1.70
Fraims Dairies	Wilmington, Del.	f.o.b.	**2.26**	**2.67	1.78	1.70
Supplee-Wills-Jones	Zieglerville, Pa.	25– 40	**2.33**	2.57	1.81	1.69

* Class IA (Cream) Price of $2.00 applies in Altoona Market. ** April only. †March only

Ups and Downs in Production

THIS CHART shows, in a graphic manner, the trend of production in most sections of the Philadelphia milk shed. One conspicuous trend which it shows is the increased production per farm. The average from 1930 to 1934 was fairly uniform but the average production per farm per day jumped from 108 pounds in 1932 to 163 pounds in 1936.

Another obvious trend is the greater fluctuation in production from season to season. For example, in 1931 the lowest daily average per farm for any month was 102 pounds and the highest was 124 pounds; in 1932 the fluctuation was from 96 pounds up to 117 pounds; in 1933, from 100 pounds up to 125 pounds; but, in 1936 there was a fluctuation from a low of 135 to a high of 190 pounds, a spread of 55 pounds. This, it must be remembered, is the average of all producers supplying that receiving station and if these producers were divided according to their uniformity of production the least uniform group would show a much greater variation.



This chart shows that the lowest average daily production occurred in July, August or September in the early years shown on the chart but in 1935 and 1936 this low point did not occur until November and December.

It is well to point out in this connection that the base-surplus plan was in effect during the first five years covered by this chart. Production then was fairly uniform from year to year and didn't show any drastic fluctuations within the year. It was generally conceded during 1935 that the base-surplus plan was to be abolished and the trend of production went upward sharply and showed a marked fluctuation between the high and low months of the year. With the base-surplus plan out entirely, starting early in 1936, this trend was even more marked.

Another feature of this chart is the gradual reduction in the number of producers shipping to this particular receiving station. Here, again, the trend shown is quite general over the entire shed. This number decreased from approximately 395 to 190. We have no detailed records of what happened to the discontinued shippers. In general, some went out of business but more of them, especially those with small herds, found it impractical to spend the money necessary to meet the multiple inspections required in many parts of the milk shed by state regulations and municipal ordinances. Most of these producers went to manufacturing markets or local dealers.

Courts Uphold Regulations

Federal and state courts in this country have consistently upheld all reasonable sanitary regulation of market milk by public health authorities, says Dr. James A. Tobey of New York City. Having recently completed a survey of more than 400 court decisions on milk, Dr. Tobey outlined to members of the conference 17 important decisions on milk sanitation that have been reported from courts of final appeal in the United States since 1934.

Pasteurization requirements by state and city authorities have been sustained by the courts in ten states. The speaker asserted, however, that while pasteurization of milk has been generally sanctioned by the courts, not all courts have been willing to hold valid requirements that milk must be pasteurized only in the city where it is to be sold.

Among other provisions in pure milk legislation which have been upheld by the judiciary, according to Dr. Tobey, have been state laws requiring the tuberculin testing of dairy cattle, the quarantining of diseased cattle, and the prohibition of the improper use of milk bottles; and city ordinances limiting the inspection area for milk, setting standards for milk and milk products, and requiring proper fees for dairy inspection.

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Pasture Management

There is a "right" time for turning the cows on pasture. For years we have been urged to "give the grass a chance" by keeping the cows off the pastures until the grass has had a good start. Experience has shown that this is sound advice.

At the same time the pasture is spoiled if the grass obtains too much growth before pasturing. Dr. Howard B. Sprague of the New Jersey Agricultural Experiment Station advises a height of three or four inches as the best time to start pasturing. He says, "Pastures not grazed down in early summer produce seed heads which are unpalatable, and a considerable portion of the pasture may be made non-productive during July and August as a result."

●

Sod Saves Soil

The fact that good pastures constitute one of our cheapest sources of dairy feeds has been proved many times. Now we are given another sound reason for maintaining good pastures.

A. C. Watson, State Coordinator for the soil conservation service in Pennsylvania says that a good, dense pasture forms an almost perfect protection against soil erosion. The roots of the grass, as well as the growth above ground, combine to form a blanket sponge over the entire surface of the ground to hold the water from our rains, preventing runoff and loss of soil which accompanies such runoff.

●

Badger Prices

We learn through "Badger Briefs", published by the Consolidated Badger Cooperative of Shawano, Wisconsin, that members of that cooperative were paid an average of $1.70 per cwt. for all milk during the last half of February. The price per pound of butterfat in inspected milk was $.48 and in uninspected milk it was $.44.

The Legislative Calendar

THE Delaware legislature adjourned April 21 with two acts to its credit that are a help to dairymen of the state. A bill was approved which appropriated $20,000 per year for two years for paying indemnities on cattle reacting to the Bang's test. This will enable Delaware dairymen to eliminate this disease from their herds at very little if any loss in the value of the animals condemned.

Delaware Cooperative Law

A bill was also passed, and now awaits the Governor's signature, which provides for the chartering of cooperative agricultural associations. This act provides protection to cooperatives and their members from practices which have been used in various parts of the country to break down the strength of cooperatives. In many respects the new act is one of the most advanced cooperative acts in the country.

The Delaware legislature failed, however, to pass a much-needed milk control act. A bill was prepared and introduced in the House of Representatives by Representative Butler and it passed the House by a 24 to 8 majority. The bill was lost in the Senate committee. This committee never brought the bill out for action by the Senate and incidentally the bill had been referred to some committee other than the committee on agriculture. It is quite apparent to the agricultural leaders in Delaware that unusual pressure was brought to bear upon this committee, with the result that no action was taken on the bill in spite of the generally admitted fact that the majority of the Senate was in favor of its passage.

Vote Bangs Indemnity

The most important dairy legislation which came before the Maryland legislature was the appropriation of funds for indemnifying herd owners who lose cattle through the Bang's test. The legislature appropriated $100,000 a year for two years to be used for this purpose, in addition to the Federal indemnities being paid.

The New Jersey State Senate has passed a bill to extend the life of the present milk control act another two years. The bill now awaits action by the lower House of the legislature. The present New Jersey milk control act will expire on May 31, unless re-enacted.

The Pennsylvania legislature is considering a bill which would appropriate $800,000 for the next two years to be used as indemnities to herd owners losing cattle in the Bang's test. This bill has administration support and is also approved by farm groups and its passage is expected. Another Bill (H 569) provides for the payment of license fees by each dealer or broker applying for a license as a cattle dealer.

Another bill (S 787) before the Legislature provides that all herds supplying milk for retail as "raw" milk must be tested for Bang's disease and found free of that disease as well as free of tuberculosis and other communicable diseases.

Control Equipment Sales

Bill H 1499, introduced by Mr. Moomaw, provides that milk dealers, their representatives or agent, or milk inspectors employed by dealers, municipalities, or the state shall not be allowed to take orders, sell or deliver machinery, equipment, materials, feed supplies or other materials used by producers in the production or handling of milk. An exception is made in the case of cans, pails, strainers, strainer pads, cleansers or sterilizing compounds.

The National House of Representatives has passed House Bill No. 5722 which re-enacts the marketing agreement and order sections of the old Agricultural Adjustment Act. This bill is now before the United States Senate.

This bill has had the wholehearted support of the established dairy marketing cooperatives of the country and of other agricultural cooperatives. Its passage is felt necessary in order to assure the legality of the Federal Government assisting in milk control in interstate markets.

It provides that such control will be made effective only when a substantial portion of the milk producers in a market request it. We urge our members to write to their United States Senators at once, urging their support of bill HR 5722.

Feed Price Summary For April

Compiled by Inter-State Milk Producers' Cooperative

Ingredients	April 1937 ($ per T.)	April 1936* ($ per T.)	March 1937 ($ per T.)	% Change April, 1937, compared to: *April, 1936	March, 1937
Wheat Bran	46.23	28.35	44.28	+63.07	+ 4.40
Cottonseed Meal 41%	48.62	34.08	47.11	+42.66	+ 3.21
Gluten Feed 23%	44.61	28.18	42.63	+58.30	+ 4.64
Linseed Meal 34%	48.19	35.23	47.68	+36.79	+ 1.07
Corn Meal	50.47	32.11	45.73	+57.18	+10.37
Mixed Dairy Ration:					
16% Protein	43.18	27.96	41.99	+54.43	+ 2.83
24% Protein	48.70	34.54	46.81	+41.00	+ 4.04
32% Protein	51.70	37.50	48.03	+37.87	+ 7.64
Alfalfa Hay	26.00	.....	26.73	.....	— 2.73
Dry Brewers Grains	43.16	.....	41.60	.....	+ 3.75

* The feed dealer mailing list was revised in January, 1937, therefore the comparison of a year ago is not based on the same group of dealers.

Worse Than a Hold-Up

A big holdup took place on thousands of farms in New Jersey during the past winter. There was nothing spectacular about it—just the gradual process of erosion robbing farmers who had not prepared their soil defenses—yet the total value of the loss would probably make the plunder of our most infamous bank bandits look like pin money.

Our recent "green winter" was a costly winter for those farmers whose erosion is uncontrolled. The usual blanket of snow—"plenty of snow is as good as manure" the old farmers used to say—was missing. The frost, upon which farmers can usually depend to bind the topsoil particles together, thawed at the most critical times. Heavy rains, which would have fallen as snow if the winter had been colder, poured down upon exposed soil and severe erosion followed. The mid-March snow, the heaviest and most enduring cover of the year, will be a help, of course. But it came a little late, and cannot last long.

No one knows how much the farmers are out of pocket. It is next to impossible to determine the tonnage of topsoil swept away and the value of plant nutrients and organic matter carried off by uncontrolled waters. The damage to the textural and structural characteristics of the remaining soil is incalculable. Yet, this loss and damage were unnecessary.—*Soil Conservation News Letter.*

"If the Dean doesn't take back what he said to me this morning, I am going to leave college."

"What did he say?"

"He told me to leave college."

Secondary Markets

WILMINGTON

New outlets for milk of several of those members who were being taken care of by the Cooperative have been found. Considerable progress is being made in bringing the work of the Cooperative to the attention of the smaller dealers and emphasizing to them that the Cooperative desires a stabilized market which will react to the benefit of all the producers in the market and with that benefit will help the distributors.

A plentiful supply of milk is available in the Wilmington area but the seasonal surplus is not as great as was expected earlier. A larger number of dealers are paying a uniform price than was true before the Wilmington secondary marketing committee became active and also there is a smaller variation between prices paid by cooperating dealers and other dealers. Collection of back pay due some producers has required the attention of the committee in a few instances.

LANCASTER

The general committee appointed to develop plans for a Lancaster secondary marketing group is preparing a membership campaign in which township committees will carry on sign-up work. Reports from that area indicate considerable interest in establishing such a marketing committee and optimism on the success of the plan.

SOUTH JERSEY

Membership marketing agreements of producers shipping to Kligerman Dairies of Atlantic City have been accepted by the Cooperative, thus adding another large block of members in this secondary market. Considerable work has been done throughout the area in checking on rejected milk and reporting back to the members as to the results found. Some of the dairies report marked improvement from this work, which will also mean bigger milk checks to the members.

Arrangements were made in one case to take off the dealer's hands the surplus milk which he could not use to advantage. He agreed to separate the milk and the committee is taking care of the cream in other ways.

The South Jersey group has been working with the New Jersey Dairymen's Council, Farm Bureau, Grange, the United Milk Producers and dairy extension specialists on the marketing situation in that area. This situation has been complicated to some extent by the breakdown of the New York market, which caused a reduction in New Jersey prices.

The South Jersey Committee has arranged with radio station WPG of Atlantic City, 1100 kilocycles, to broadcast spot news of the dairy industry in general and South Jersey in particular, from 3:30 to 4:00 p.m., daylight time, every weekday afternoon. The committee is working toward an industry-wide sponsorship of this program. The Grange and Farm Bureau will continue to utilize a part of the Friday period.

TRENTON

Reports from the Trenton marketing area indicate rather keen disappointment in the reduction in the price of milk as ordered by the Milk Control Board on April 16. The marketing committee of that area is exerting every effort to overcome the effect of the disorganized market in New York and northern New Jersey and is also working toward a restoration of the previous price.

High feed costs and the necessity of purchasing hay are causing losses to many producers and pastures are reported as being unusually late this spring. It is also reported that consumers in that area recognize the high cost of producing milk under present conditions and see no sound reason for reducing milk prices in the face of increasing costs of other necessities.

The Trenton committee has made available facilities for storing 40 percent cream which might accumulate and disrupt the market.

ALTOONA

The Altoona Committee has been active in settling delinquent payments for milk and has obtained past-due money for many producers. Considerable work has been required in order to keep the milk of all members moving but thus far the committee has succeeded in doing this.

As in other secondary markets the sales manager and committee are finding it necessary to work with the dealers and discuss with them the entire program in order that they will better understand the real purpose of the cooperative and its desire for a stabilized market.

Freddie Frosh: "Darling, I love you as no one ever loved before."

College Widow: "Hmph! I can't see any difference."

The Farmer's Cut Of the Consumer's Dollar

The question as to what share of the consumer's dollar gets to the farmer is partially answered in a publication entitled "Price Spreads Between the Farmer and the Consumer", prepared by Richard O. Bean and Frederick V. Waugh of the United States Department of Agriculture covering 1935 conditions.

It was found that of 51 food commodities the farmers of the United States received the greatest share of the consumer's dollar through the sale of eggs; this amounted to 66 cents. Pork and hens ranked next in order named and amounted to 59 and 57 cents respectively. Following is a selected list of those foods studied:

Retail Commodity	Equivalent Farm Value	Retail Price	Margin	Farm Value as % of Retail Value
Eggs, doz.	24.1¢	36.6¢	12.5¢	66
Pork, lb.	16.1	27.3	11.2	59
Hens, lb.	16.5	29.2	12.7	57
Lamb, lb.	14.8	26.4	11.6	56
Dairy Products, 100 lbs.	$1.40	$3.13	$1.73	45
Beef, lb.	13.5¢	29.8¢	16.3¢	45
Potatoes, lb.	.8	1.9	1.1	42
White Flour, lb.	2.0	5.1	3.1	39
Soda Crackers, lb.	1.6	17.2	15.6	9
Corn Flakes, 8 oz. pkg.	1.8	8.4	6.6	33
Apples, lb.	1.9	5.8	3.9	27
Oranges, doz.	8.7	31.8	23.1	11
Corn, Canned No. 2	1.4	12.6	11.2	14
Tomatoes, Canned No. 2	1.4	10.0	8.6	28
Beet Sugar, lb.	1.7	6.0	4.3	32
Cane Sugar, lb.	1.8	5.7	3.0	42
*58 Foods	$138	$331	$193	

* Annual consumption of a typical workingman's family.

Reflections

If you're anxious to know who is helping you grow
Or who's dragging you back down the hill;
In whom the fault lies that's preventing your rise
Or whose faith is supporting you still;

If you really would learn whether lighthouses burn
To illumine your path to success,
Or you travel in gloom where black obstacles loom,
Who's the fellow to damn or to bless;

Take a look at the man in your mirror, old Kid,
Get a good close-up view of your Fate,
Of the one who alone can fit you for a throne
Or a mendicant's bench at the gate.

He's the only one who, whatsoever you do,
While asleep or awake, day or night,
Is inseparably you and must follow you through
To the end—be it gloomy or bright.

Look him straight in the eyes! Are you telling him lies?
Do you face him with pride or dismay?
Is he smiling or sad, disappointed or glad,
As you greet one another each day?

Make a friend of that man in your mirror, old Kid,
The decision's between him and you
Whether Life shall be breaking your heart or making
The success that you dream of come true.

You may blame your hard fate on the envy and hate
Of others, but there'll be only two
Who will stand at the gates where the Great Judge awaits;
Just that man in your mirror—and YOU!

—Arthur J. McElhone

Use Electric Eye In Milk Color Research

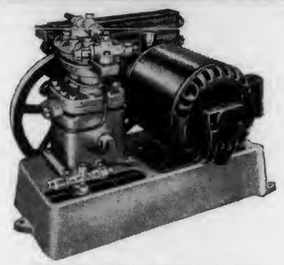
An "electric eye" that grades milk according to color and gives promise of becoming a valuable aid to dairymen in their efforts to develop desirable milk color traits in their herds has been perfected in the research laboratory of the department of dairy husbandry, New Jersey Experiment Station.

Perfected last winter by W. R. Manwaring of Wyckoff, N. J., research assistant in dairy husbandry, the new device, technically a colorimeter, measures the color of skim milk and cream as well as whole milk. Its first application was to a herd of 60 Guernseys at the Experiment Station farm. Since then, many dairymen have offered to cooperate in field studies, and plans are now being made for a comprehensive testing project involving about 1500 dairy cows in Jersey and surrounding states.

A popular demand for highly colored milk has led to intensive research to discover how dairymen can regulate their herds to produce milk of the desired pigmentation. The "electric eye" color grader is now being applied to a number of herds to determine if good milk color can be inherited. Specimens of milk from related cows, especially in registered herds whose lineage can be traced definitely, are being compared to prove or disprove the theory that desirable milk color traits are passed from mother to daughter. The influence of the herd sire is also being checked by colorimeter tests of a group of his offspring. If findings are positive, dairymen will probably add selection for milk color to their breeding policy, which now stresses high production of butterfat and milk quantity as the heritable traits they are seeking to perpetuate.

For Every Dairy COOLING REQUIREMENT

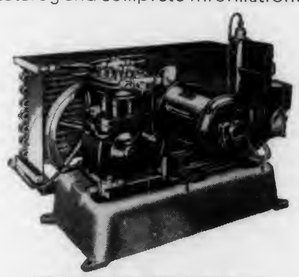
M&E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste. Let us send catalog and complete information.



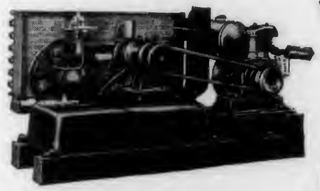
"M&E" Model No. 180-MC: 2 Cylinder, 1¼" Bore. 1¼" Stroke. ¼ h.p. Motor.



"M&E" Model No. 325-MC: 2 Cylinder, 1⅝" Bore. 1⅜" Stroke. ½ h.p. Motor.



"M&E" Model No. 725-MC: 2 Cylinder, 2¼" Bore. 2⅛" Stroke. 1 h.p. Motor.



"M&E" Compressor with gasoline engine. For use where electricity is not available.

SAVE . . . 25% or MORE

M&E Compressors are sold at substantial savings by direct factory dealers . . . savings that make it true economy to replace obsolete units with up-to-the-minute, efficient, dependable M&E Compressors.

M&E EST. 1866

MERCHANT & EVANS COMPANY
Philadelphia, Pa., U.S.A. Plant at Lancaster, Pa.



HOGS ON ONE SIDE CORN ON OTHER

The harmless sting of battery or power current, controlled by the ONE-WIRE Fencer, keeps livestock where they belong. Cuts fence costs to 8 cents a rod! Proved safe and dependable by thousands of satisfied users. 30-day trial at our risk. Fencing booklet sent free.

USE ORDINARY WIRE AND THIS FENCER

Any wire, barbed or smooth, is all you need. One strand on short stakes 50 ft. apart. One-fifth as much wire; no gates. Easily set up; quickly moved. Cuts fencing costs 80%. One-Wire Fencer guaranteed for THREE YEARS. Types for every current. Send for VALUABLE fencing booklet FREE, giving useful facts and details. Explains generous 30-day FREE TRIAL. Save time. Save money. Send for this booklet TODAY . . . right now.

ONE-WIRE FENCE CO., B-122 Whitewater, Wis. Oldest established company — Distributors invited.

30-DAY FREE TRIAL

Milk Drinking Increases Efficiency of Workers

Industrial Nurses Getting The Story of Milk at a Meeting Held in the Dairy Council Demonstration Hall and Kitchen.



THE heads of certain factories in various parts of the United States have been doing "human bookkeeping". They want to determine ways and means of increasing the efficiency of the men and women employees. It will probably not surprise you to know that as a result of this "human bookkeeping" it has been found that a mid-morning or mid-afternoon lunch of milk enables a shoemaker, for example, to turn out an increased number of shoes, or whatever product the worker is concerned with.

In a study made of workers in one industrial plant it was found that those who had only the customary three-meals sewed 183 shoes hourly, but that those who had, in addition, two between-meal lunches of milk were able to sew 191 shoes hourly. This of course means dollars and cents to the owners of the particular plant and it is just such increases in production as this which at the end of the year may make the difference between loss and profit. Wide-awake managers know this.

However, there are many different ways in which efficiency may be increased, such as through new machinery, etc. Many industry heads either have never heard of such studies as that one described above, or they must be convinced of the facts in the case. Our Philadelphia Dairy Council in addition to its various other types of educational work is bringing to the attention of local industries the benefits from milk drinking which accrue not only to the employees but to the factory or plant itself.

One factory head, when interviewed about the possibility of promoting milk drinking among his employees, replied that he would welcome this type of education as he had seen the tendency and effects upon his men of beer drinking at a nearby taproom.

A very effective group through which the Dairy Council has been promoting the use of milk by industrial workers is that of the industrial nurses. A few weeks ago the Industrial Nurses Association of Philadelphia and vicinity, representing over 46,000 employees, met in the Dairy Council offices (see photograph above). In attendance were nurses for such large concerns as the John B. Stetson Company, Pennsylvania Mutual Life Insurance Company, Horn and Hardart Baking Company, Congoleum Nairn, and the Budd Manufacturing Company. These nurses who meet annually with the Dairy Council are provided with educational material and posters which will assist them in promoting milk drinking.

The dairy industry has a great opportunity which it is utilizing through the Dairy Council, in helping to make milk at least as accessible to the industrial worker as are some less desirable drinks. This should be advantageous to all concerned.

●

New Plan to Record Cattle Information

A plan or program providing for a permanent record of the identity, pedigree, and production performance of all animals in cow testing association herds, has been established by the Bureau of Dairy Industry of the United States Department of Agriculture.

This system will, in effect, register with the Bureau all association animals whether purebred or grade. It is not designed, however, as a substitute for, or to take the place of, registration of dairy cattle by the national breed associations. The primary purpose is to aid dairymen and the dairy industry generally in making a wider and more intelligent use of all available production records in a constructive breeding program.

Identity of all grade and non-registered animals is established through the use of special uniform ear tags which are inserted by the tester. Full information can be obtained from county agricultural agents.

The daughter of the gentleman farmer was asked if their hens laid eggs.

"They can, of course," she replied haughtily, "but in our position, you understand, they don't have to."

Sterilize Utensils

Dairy farmers today realize that rejected milk is an ever present threat wherever the least laxity in sanitary precautions is allowed, and it takes but a few rejections to ruin profits.

There was a time when a complete sanitary program could be maintained only with the greatest difficulty and at a great deal of expense. With the discovery of reliable chlorine sterilizers, science has made sanitation easy and economical from a practical standpoint.

More and more dairymen are turning to chlorine sterilizers in order to insure low bacteria counts; first, they are effective; second, they are economical; and third, this method enables them to meet the requirements of health ordinances.

●

Fight Flies Now

"Take the offensive in early spring, and you will not be on the defensive in August. Fight the house fly now," urges the New York state college of home economics.

"The best way to destroy the fly is to destroy its breeding place. House flies not only annoy in summer, but menace health because they breed in filth and feed on filth before alighting on human food. Absolute cleanliness in disposal of all garbage and waste, whether in the house or barnyard, is essential in fighting the fly."

Dumb: "Are you yawning?"
Dora: "No, I'm giving a silent Indian war whoop."

Some men grow, others merely swell.

New Jersey Is Uneasy

With the breakdown of milk control in New York City at the end of March, there was immediate concern as to the future of the New Jersey market. As a result of this, plus demands by north Jersey dealers, the Control Board reduced retail prices by 1 cent a quart and cut producer prices from $2.79 to $2.45 f. o. b. the farm.

Only time will tell whether this move was wise or necessary. It is certain that cost of production is still very high and, on that basis, producers are justified in insisting that the price should have been maintained or increased. On the other hand there was the possibility of losing the market entirely to outside producers who are selling at low prices to north Jersey dealers. If too much low price milk should be brought into the State it would not only break down the New Jersey price structure but would also steal the market from New Jersey producers.

Whether this would have happened is only a guess but it did constitute a danger.

Late in April there has been evidence of pressure toward a further decrease in producer prices. This appears to be a case of "jitters" caused by the New York situation.

We have heard reliable reports that some dealers are urging their producers to ask for a further price reduction on threat of those dealers going out of the state to get their milk at distress prices.

The Inter-State, through its central office and through the Trenton and South Jersey committees, have been able to forestall any such move up to now. With a united front it is felt any further cut can be prevented and possibly the original price restored soon.

Many wise men would like to know how the fool, soon parted from his money, gets it in the first place.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of March, 1937:

Butterfat Tests	4809
Plants Investigated (first half Mar.)	25
(second half Mar.)	28
Calls on Members	953
Quality Improvement Calls	21
Herd Samples Tested	464
Brom-Thymol Tests	264
Microscopic Tests	63
Membership Solicitation Calls	519
New Members Signed	120
Education Meetings	11
Attendance	1129
Local Meetings	13
Attendance	933

Kill Bacteria with HTH-15

Always SAFE TO USE

● Dairymen everywhere are adopting HTH-15 because solutions made with this modern chlorine carrier kill bacteria—and are safe to use on metal equipment. HTH-15 comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping. • Because HTH-15 is so easy to use, because a little goes so far, and because it saves time and labor, it has set a new standard for low cost in dairy sanitation.



THE LOW-COST WAY TO LOW-COUNT MILK

When you use HTH-15 you solve your high-count problems and at the same time you establish a low cost for your sanitary program. • Try HTH-15 now. Let us outline a program that will more than satisfy every requirement you have to meet—at low cost. *Handy measuring spoon packed in every tin.*

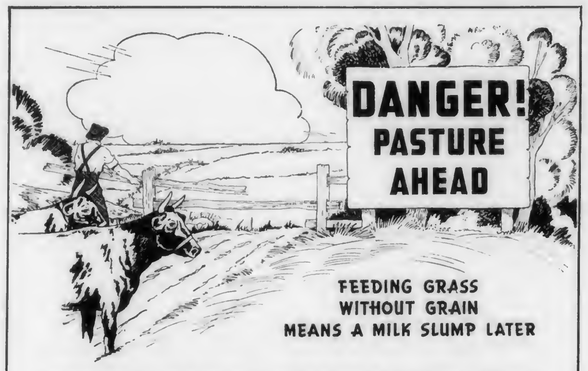
Write for literature and *free ¼-lb. sample.*

Sold in 2 Sizes
3 lb. can $1.00
1 lb. can 50c



The MATHIESON ALKALI WORKS (Inc.)
612 60 East 42nd Street, New York

AVOID REJECTS—HTH-15 Helps You MEET THE MOST RIGID SANITARY REQUIREMENTS



FEEDING GRASS WITHOUT GRAIN MEANS A MILK SLUMP LATER

BUFFALO SWEETENED

IS THE IDEAL GRAIN SUPPLEMENT TO PASTURE

Fed straight or as a big percentage of a simple Summer dairy ration, Buffalo Sweetened will maintain the milk flow and good health of your herd through the hot months.



the general utility, low priced, all-corn concentrate

CORN PRODUCTS SALES CO.
New York Chicago

Don't make so much fuss about

KILLING

Kill germs easily and quickly. Use B-K Powder. It cuts bacteria content. Gives you low-count, top-price milk.

B-K destroys bacteria on utensils the moment it touches them. Sterilizes. Works fast in hot or cold water. Contains 3 to 15 times more active germ-killing chlorine than other dairy bactericides.



Costs 1/6 of a cent a gallon to use!

FREE... B-K Booklet helps cut bacteria count as much as 99%!

General Laboratories
Div., Penn. Salt Mfg. Co.,
1009 Widener Bldg.,
Philadelphia, Pa.

Send FREE B-K Booklet to

Name_____

Address_____ IMP2

Our Sole Business Is To PRINT

We have the types, paper stock and experience — necessary to do a first-rate job economically.

Let's Get Together
WE CAN HELP YOU

Write, Phone or Call
HORACE F. TEMPLE
INCORPORATED
WEST CHESTER, PA.

Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

Mention the MILK PRODUCERS REVIEW when writing advertisers

Production At High Level

PRODUCTION that is far above last year continues to be a perplexing problem in this milk shed. Deliveries of milk made by 6,553 producers shipping to a selected group of Philadelphia distributors during March, 1937, was up thirty pounds per day per shipper over the 176 pounds a day delivered by 6,911 shippers during March, a year ago. This represents an increase of 17.04 percent while sales, from what little data are available, have increased only 4 to 5 percent over the same period. The March, 1937, production of 206 pounds per shipper was 9 pounds or 5.64 percent higher than February, 1937, for this group of producers.

Cream Market Situation. Excess milk production has been a topic of much conversation by some of the distributors who have been insistent that the price of Class II (milk for cream) be reduced so that such milk can be purchased at a price corresponding to the price of inspected cream. Such cream has been bringing, on the open market, around $14.50 to $15.50 per 40-quart can of 40 percent cream. This is equivalent to $1.54 to $1.64 per 100 pounds of 3.5% milk. Pennsylvania dealers are required to pay during April, according to the Pennsylvania Milk Control Board schedule, $1.73 per 100 pounds, f.o.b. Philadelphia, for 3.5 percent milk.

Information from some sources indicates that a few distributors, lacking a sufficient cream supply, have been paying as high as $18.25 per can for 40 percent cream, equivalent to $1.94 per 100 pounds for 3.5% milk, f.o.b. the market. In contrast the reported price of cream in Philadelphia was ranging from $14.50 to $15.50 per can.

April cream receipts in Philadelphia, covering four weekly reports, were down 3,588 quarts from receipts during the corresponding March periods. Totals for these April reports were 16,929 cans compared to 17,826 cans for the corresponding four week period of March.

Feed Prices. The tremendous increase in milk production during March of this year compared to a year ago comes in the face of still rising feed prices, high wages and poor pasture conditions. Data compiled from reports received from feed dealers in the Inter-State territory (see page 9) indicate a general price increase for most feeds in April compared to March, ranging from 1 percent for linseed meal, to 10.37 percent for corn meal. By and large, feed prices in Inter-State territory today are from 45 to 50 percent higher than a year ago.

Fluid Milk Prices. The Class I price of fluid milk, while remaining the same in Philadelphia for April, shows some change in a few other cities. The New York City price was reduced one cent per quart retail on April 1 and another cent on April 19 as the result of the termination of state control. The repercussions from the New York reduction were felt in New Jersey when the Milk Control Board ordered a 34-cent per hundred reduction in producer price of Class I. Detroit, one of the few cities having a price increase, reported a 20 cent per hundred increase in producer price.

Butter Prices. The price of New York 92-score butter has been holding its own at a little above 32 cents per pound. With a generally reduced production in the United States, about 10 percent less than in April, 1936, and with a slight pick-up in consumption, the prospect of maintaining the present butter price is quite favorable. The month closed higher with a 34-cent price at New York. Cold storage holdings of creamery butter in ten leading markets in the United States on April 27, according to the United States Department of Agriculture, was 2,762,992 pounds compared to 3,060,358 pounds on March 27 and 2,930,500 pounds a year ago.

Production of condensed and evaporated milk for March, 1937, the latest available data, was up about 4,000,000 pounds over March, 1936, while production of American cheese was about the same this past March as it was a year ago.

Teacher (brightly): "As we walk out-of-doors on a cold winter's morning and look about us, what do we see on every hand?"

Class (as a man): "Gloves!"

APRIL, 1937, BUTTER PRICES

	92-Score Solid Pack		
Date	Philadelphia	New York	Chicago
1	35½	35	33¾
2	34¾	34	32¾
3	33¾	33¼	32¾
5	33¾	33¼	32
6	33½	33	32
7	33	32½	31
8	32½	32	31
9	32½	32	30½
10	32½	32	30½
12	33¼	32¼	31
13	33¼	32¼	31¼
14	34	33	31¼
15	34	33	31½
16	34	33	31½
17	33½	32¼	30¾
19	32½	32	30¼
20	32½	32	30¼
21	32¾	32	30½
22	33¼	32¼	30½
23	33¼	32¼	30½
24	33½	32½	30½
26	33½	32½	30¾
27	34	33	31
28	35	34	31½
29	35	34	31
30	34¼	33¼	31
Average	33.63	32.87	31.16
March, '37	36.31	35.82	35.00
April, '36	31.21	30.97	29.71

Dont's On Extension Cords

1. Don't use an extension cord with unguarded lamp.

2. Don't use an extension cord with worn insulation, loose connections, or broken plug or socket.

3. Don't attempt to patch the insulation of a defective cord.

4. Don't pull out a plug by pulling on the wire. You might pull the wire off the terminals.

5. Don't pull the cord by pulling on the lamp socket. The cord may catch and pull free of the socket.

6. Don't drag a cord over sharp edges. This may cut through the insulation and if there are inflammable vapors, dust, etc., an explosion may result.

7. Don't risk your life by using the wrong kind of an extension lamp where there are inflammable liquids, vapors, dust, or explosives. (If you are not sure what is the right kind of a lamp, consult your electric company.)

8. Don't allow the cord to come in contact with acid, water, etc., unless the cord has been protected with special insulation against such abuse.

9. Don't have the cord of floor lamps in your home lying on the floor so they can be walked on. This may cause a short and set fire to the rugs.

10. Take this one home for your wife. Don't use a flat iron while standing on cement or basement floors.—*National Safety Council.*

●

The Basis of Prosperity

President Fred W. Sargent, of the Chicago and Northwestern Railway, states:

"If American agriculture can be made prosperous and kept prosperous for a decade, it will, in the meantime, make all business in America prosperous, because we are still typically an agricultural Nation when we consider those directly and indirectly dependent upon agriculture for their prosperity. I think we should take the simple, plain and open road, and by a simple plan, inexpensive to administer, we can protect the entire American market for the products of agriculture.

●

Food Facts

Did You Know That:

Certified milk originated in New Jersey in 1892 under a medical commission planned by the late Dr. H. L. Coit.

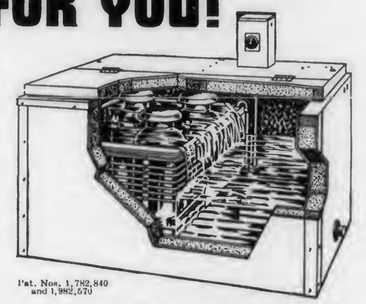
Of 19 samples of oleomargarine tested at the University of Nebraska but 2 contained enough Vitamin A to grow normal rats even when 10 times as much oleomargarine as butter was fed.

NO OTHER MILK COOLER can do *all* this FOR YOU!

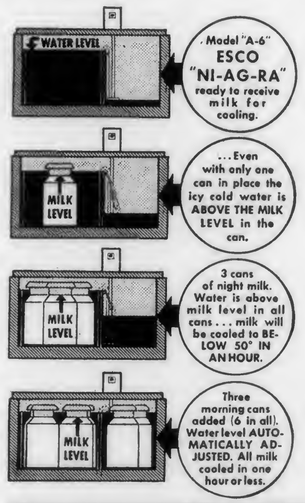
In the ESCO "NI-AG-RA" You Get:

- Faster Cooling
- Constant Neck-High Water Level
- Positive Water Agitation and Complete Circulation
- Lowest Operating Cost

All these features mean lower bacteria count . . . higher quality milk . . . better profits . . . a guaranteed market for you.



Pat. Nos. 1,782,840 and 1,982,670



LOOK AT THESE PICTURES

See how the New Esco "NI-AG-RA" keeps a constant level of icy cold water up around the neck of every can . . . whether one can, half or full capacity is in place. This constant level is maintained automatically . . . no valves to turn . . . no dummy cans needed. Works just like a waterfall.

You also get in the New Esco "NI-AG-RA" complete circulation and positive controlled agitation of the entire cold water bath. Cools *all* the milk in every can to 50° or lower in one hour or less . . . and then shuts itself off automatically. You can also have storage capacity for both milkings.

NO OTHER MILK COOLER HAS ALL THESE EXCLUSIVE FEATURES. That is why you owe it to yourself to SEE THE NEW ESCO "NI-AG-RA" before you buy your milk cooler.

CLIP COUPON TODAY OR SEND POSTAL
Get new Esco Booklet . . . Tells why the New Esco "NI-AG-RA" will cool your milk with less work . . . and at LESS COST.

New Esco "NI-AG-RA" Milk Coolers range from 2 to 21 can capacity

ESCO

ESCO CABINET COMPANY
626 E. Biddle St., West Chester, Pa.
Gentlemen:
I am shipping_____cans of milk a day. Please send me complete information on the new ESCO "NI-AG-RA" Milk Cooler.

Name_____

Address_____

P. O._____ State_____

Prices Paid Producers On Other Markets

Class I price 3.5% milk for April, weighted average price for February (F) or March (M). All prices f. o. b. city markets except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price	
Philadelphia	$2.88	12	?	
Pittsburgh	3.05	13	$2.46	F
Boston	†2.36	12	†1.482	F
Providence	3.66	14	3.116	M
Hartford	3.346	14	2.87	F
New York City	?	11-12	*1.72	M
Baltimore	2.90	13	2.54	F
Washington	3.25	14	2.894	F
Richmond	3.67	14	2.95	F
Wheeling	2.475	12	2.115	F
Dayton	2.10	11	1.93	M
Cleveland	2.50	10-12	2.19	F
Indianapolis	2.34	12	2.04	M
Detroit	2.68	13	2.08	F
Milwaukee	2.71	12	2.21	M
Minneapolis	2.20	11	1.96	F
St. Louis	2.45	11-13	2.15	F
Omaha	2.40	11	1.99	A
Spokane	2.10	11	?	
Des Moines	2.30	?	1.91	M

* Price applies in 201-210 mile zone.
†Price applies in 191-200 mile zone.

Dr. Naylor's MEDICATED TEAT DILATORS



The only *soft surface* dilators. Fit large or small teats, do not overstretch or tear. Dr. Naylor dilators are sterilized, medicated, saturated with healing ointment. They carry the medication INTO teat canal, keep teat OPEN while tissues heal. Safe and dependable for Spider, Scab Teats, Cut & Bruised Teats, Obstructions. Easy to insert. Stay in the teat. Accept only genuine Dr. Naylor dilators.

LARGE PKG. (48 Dilators).....$1.00
TRIAL PKG. (18 Dilators).....50

Ask your dealer or write for folder of other Dr. Naylor Dependable Veterinary Products.

H. W. NAYLOR CO., MORRIS, N.Y.

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

ELECTRIC FENCE

PRIME Electric Fence—one-wire—use battery, Delco or public service current. Guaranteed reliable—satisfied users—80% saving—thirty day trial. WRITE FOR CATALOG. John W. Woll, Newtown, Pa.

"Tales of Aesop"

"A dog, with a piece of meat between his teeth, was one day crossing a stream by means of a plank, when he caught sight of another dog in the water carrying a far larger piece of meat (his own reflection). He opened his jaws to snap at the larger morsel, when the meat dropped in the stream and was lost even in the reflection."

So much for the "Dog Story".

But, how about a facsimile of today.

How about the farmer that will join some cooperative organization —be it grain elevator, filling station or creamery and spend good money for a share of stock in this Company?

He will patronize it for a while—(maybe, maybe not).

Along comes some private Company with a fancy offer, far in excess of current market prices.

The farmer grabs the offer like the dog did the meat!

Then, lo and behold!

His co-operative society goes broke for want of business.

Mr. Farmer loses the money he paid into his co-operative organization.

Then the Co-operative Company is no more, down goes the fancy prices the private Company offered Mr. Farmer.

Aesop wrote his story about 2,500 years ago.

But, are we really any smarter today?

The dog had a good thing but didn't know it.

He had a nice chunk of meat in his mouth but lost what he had by grabbing at a reflection.

●

Herd Testing On Increase

The number of dairy herd improvement associations operating in this country increased from 793 on January 1, 1934, to 992 last January. This improvement, according to the United States Bureau of Dairy Industry, indicates an improved economic status of dairymen and also shows a keener interest in putting their dairy herds on a profitable basis.

California, New York and Wisconsin lead in the number of cows on test in these associations, while Wisconsin, New York and Pennsylvania rank in that order in the number of associations in operation.

Brick: "Boy, she certainly gave you a dirty look."

B-

B

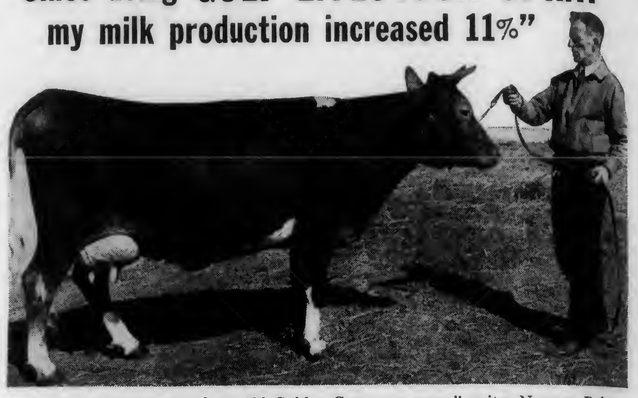
Be

you a

Bill

M. C. Bond,
Cornell Univ.,
Ithaca, N. Y.

"Since using GULF LIVESTOCK SPRAY my milk production increased 11%"



"I didn't know how good my 130 Golden Guernseys were," writes Norman Pyle, Phoenixville, Pa., "until I started using Gulf Livestock Spray four years ago.

"After using it, milk production of my herd increased approximately 11%—more than enough to pay for the spray."

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"MY SPRAY BILL HAS DROPPED 20% since I started using Gulf Livestock Spray. With it I can use *less* and still get complete protection," says Chas. D. Chase, owner of fine Jerseys and Guernseys.

Gulf Livestock Spray kills flies, lice, ticks—repels stable and horn flies. One spraying lasts all day—keeps cows quiet and contented.



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DOESN'T TAINT MILK. Put several drops of Gulf Livestock Spray in a quart of milk. Shake and drink through straw. No taste! No odor! Says H. G. Cobb, Orchard Park, N. Y.: "In all our use of your spray, complaint of stock k."

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LIVESTOCK SPRAY

...tiser please mention that you saw the advertisement in the Milk Producers Review

INTER-STATE

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., and West Chester, Pa., June, 1937 No. 2



GROWING IN MIND AND BODY

It is a part of the job of all cooperatives to instill in the minds of our farm boys and girls the true principles of cooperation and the necessity of following sound business practices in all farm organization work.

Inter-State Asks For $3.00 Milk

Abolishing Concessions Would Permit Increase

AT THE MEETING of the Board of Directors of the Cooperative on May 13, 1937, the Board was informed that a majority of the Philadelphia distributors of milk had told the Commission that they could not continue to pay $2.88 per hundredweight for 3.5% Class I milk. The reason given by the dealers was that an increasing amount of their milk was being sold at 10¢ a quart or less, through stores and as a result of other price concessions.

A special committee appointed by the President to study the problem reported the facts to the Board and the Board unanimously passed the following resolution addressed to the Pennsylvania Milk Control Commission recommending that the producer's price for 3.5% Class I milk be raised to at least $3.00 per hundredweight, F. O. B. Philadelphia, and that possibly this could be done, without raising the price to the majority of consumers, by eliminating special prices, differentials and concessions now allowed in this area.

The Resolution

To The Honorable Milk Control Commission of the Commonwealth of Pennsylvania.

WHEREAS, the majority of Philadelphia distributors of milk have informed your honorable Commission that their spread will not permit them to continue paying $2.88 per cwt. for 3.5% Class I milk due to the continuous increase in the movement of milk from retail to wholesale channels, resulting in a decreased spread to them; and

WHEREAS, it appears from other markets that a sufficiently wide differential between wholesale and retail prices to allow a "cash and carry" differential has in almost every market finally placed about one-half of the sales through wholesale channels, which in turn has increased the cost of all distribution resulting in (1) an increase in consumer prices to alleviate the situation and (2) a decrease in producer prices; and

WHEREAS, to meet this situation in this market it is necessary (1) to increase the price to all consumers, or (2) to decrease the price to the producer, or (3) to eliminate special differentials to certain consumers without increasing the price to all consumers or decreasing the price to the producers; and

WHEREAS, it is deemed inadvisable to advance the price to all consumers at this time due to the effect it will have on total consumption of fluid milk; and

WHEREAS, it would be unfair to decrease the price of milk to the producer, since the cost of production is still above the price being received by producers,

NOW THEREFORE BE IT RESOLVED that the Board of Directors of the Inter-State Milk Producers' Cooperative, having studied other markets and trends in this market, and looking to prices covering the cost of production for the farmers, recommends that your Commission increase the producer price for 3.5% Class I milk to at least $3.00 per cwt. and that your Commission, in order to bring about this higher return to the producers without raising the price to the majority of the consumers in the market, direct your attention to the possibility of eliminating special differentials, prices and concessions.

Approved unanimously by the Board of Directors of the Inter-State Milk Producers' Cooperative at a special meeting, May 25, 1937.

The Wholesale Differential

The Philadelphia area is the only place in Pennsylvania where there is a two-cent per quart difference between wholesale and retail prices of bottled milk. This has brought about a situation whereby there is a continuous movement of milk from retail to wholesale channels of distribution. More and more milk is being sold for 10¢ a quart or less, and less milk is being sold for the full price of 12¢ a quart. A dealer receiving 2¢ a quart less for a large quantity of his milk has 2¢ a quart less with which to pay us, and **the farmer will suffer in the end by having his price reduced.**

Furthermore, this movement of milk from retail to wholesale channels increases the cost of retail delivery to the doorstep, which in turn increases the spread between the price the consumer pays and what the producer gets.

It is, therefore, highly important that this trend from retail to wholesale be stopped.

Should this shift from retail to wholesale delivery continue in this market there can be only one result and that is a higher retail price with a lower producer price.

In markets where a wide differential between retail and wholesale prices has existed over a period of years, a situation is soon reached in which distribution is divided about equally between wholesale and retail deliveries. The average cost to consumers is then almost universally higher than where the great bulk of milk is sold at retail. The price to the producer is lower and less volume is sold because of the higher consumer prices.

Action Carefully Studied

These facts have all been weighed carefully by the directors of your organization in arriving at their conclusion. They felt definitely and unanimously that, over a long period of time, producers and a majority of consumers alike would be benefited by eliminating these special prices, differentials and concessions now being granted.

Where popular opinion demands special prices for special groups, such differences in price should be made up through taxation and **not taken out of the farmer's price.**

●

Request Jersey Increase

A request has also been submitted to the New Jersey Milk Control Board to raise the price of milk as soon as production shows signs of slackening. This is necessary because of the reduction which became effective on April 16 when Class I price was reduced from $2.79 to $2.45 per hundred pounds of 3.5% milk, f.o.b. the farm.

●

The Flood's Soil Loss

Forty million tons of soil were moved from the surface of farm lands in the Ohio Valley during the January floods and deposited over bottomlands, city lots and streets. No estimate is possible of the amount of soil carried down by the rivers to the Gulf of Mexico.

In addition, an estimated 11 million tons of sand were churned up from the river beds and spread over adjoining fields and meadows, greatly reducing their farming value.

Production Control Is Needed

WE NOW find ourselves right in the middle of our heavy production season. With it we find a lot of discussion of low Class I percentages and low average prices. The time is now ripe for a thorough discussion of some kind of production control plan.

In my many discussions with producers, either individually or at meetings, this question almost invariably comes up and the great majority of these men voice the need for some plan to reduce the spring and early summer surplus. With that goes the need for supplying enough milk in the fall and winter so that we won't need to expand the milk shed.

We have worked up production figures for most of our receiving stations and for several other groups. Without exception, there has been a greater fluctuation between spring and fall production during the last two years than there was for some time previous to 1934. In some cases production was 50 percent higher in May and June than it was in the November and December preceding or following.

This means that as long as our consumers use about the same amount of milk each week of the year and we increase our output by one-half during part of the year, this extra milk will have to be sold for making ice cream or butter, both of which return lower prices to producers. Some plan should be worked out so the producer who can and will produce a steady supply throughout the year will not have to take Class II and Class III prices for a lot of his milk when he is not contributing to this excess supply.

Frankly, this means some type of production control—or maybe sales control is a better phrase. A committee from your Board of Directors has been working on this and we think they will soon have something practical and workable to present. Whether such a plan is or is not adopted will depend much upon the wishes of the producers.

A. J. Rautenbach

Legislative Work Nears Close

THE UNITED STATES Senate passed on May 24, by a heavy majority, bill HR 5722 which re-enacts the marketing agreement and order provisions of the old Agricultural Adjustment Act. The entire dairy industry and also the National Grange and American Farm Bureau Federation were all giving this measure their active support. It now awaits the signature of President Roosevelt.

The bill, as passed, permits Federal marketing agreements on milk. It also provides a Federal mediation and arbitration service for use in disputes between cooperative associations and milk dealers. These services are available for use whenever a substantial majority of the producers in any market desire to avail themselves of them. There is no compulsion about using this service.

Should producers supplying a milk market ask for an agreement or order, hearings are held, the facts determined and an agreement drawn up. This is then submitted to the buyers of milk and if more than half of them, by volume, sign it, it is enforced as an agreement. Should the buyers of milk in such a case decline to sign it, then it can be issued as an order, provided the President affixes his signature.

The enactment of this bill should go far in stabilizing the Boston and New York markets which are now in a rather chaotic condition. It will permit the control agencies of those states to cooperate with the Federal government and issue concurrent orders. The Federal orders will apply to milk moving across state lines and the state order to milk moving to that market from points within the state.

With this bill in effect the danger of the unstable conditions in Boston and New York spreading into the Philadelphia milk shed is greatly reduced. If felt advisable, the Federal government could be called upon to help control inter-state milk movements in the Philadelphia market. The possibility of invoking this power will doubtless be a stabilizing factor in obtaining reasonably uniform prices between Pennsylvania milk and milk coming to Philadelphia from outside the state.

At Harrisburg

A bill was passed by the Pennsylvania Legislature which provides for licensing and bonding produce dealers. This includes dealers who go directly to farms in trucks, or who solicit business for shipments on consignment, or who, in any way, enter into the handling of such produce.

Many other states already have legislation of this kind with the result that farmers have been saved thousands of dollars every year by keeping out produce dealers who have no sense of responsibility, who issue worthless checks or who make false returns to producers.

At last report this bill, No. 1129, was awaiting the signature of Governor George H. Earle.

It has been difficult to keep in touch with all legislative activities as the legislature approached adjournment, intended for May 28 but postponed until the following week. One bill which appeared certain of passage provides for the formation of cooperatives for the distribution of electricity under the rural electrification project.

Another bill also apparently certain of enactment is the so-called "full crew" bill, which regulates the length of trains and requires larger train crews than are now usually carried. It is feared the added cost this will entail will mean lower prices for farm produce and higher prices for supplies purchased by farmers. This is possible because railroads can insist on rates which will return cost of operation plus a profit.

In New Jersey

The New Jersey Senate, by a vote of forty-nine to five, passed a bill on May 24th to continue the Milk Control Board of that State for another two years. The bill changed the previous emergency act in only minor details and under the terms of the bill will continue milk control until May 31, 1939.

INTER-STATE
MILK PRODUCERS REVIEW

Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

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401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 3, 1920 at the post office at West Chester, Pennsylvania, under the Act of March 3, 1879. Application pending transfer to Philadelphia, Pa.

Play Safe

Cool Milk Carefully

TB Eradication Program Approaches Finish

The end of the long campaign to rid the dairy herds of this country of tuberculosis is approaching. Nine additional counties were declared modified accredited areas on May first, which leaves only ninety-one counties in the entire country which have not yet achieved that distinction. Many of those counties will soon be placed on the modified accredited list.

Of these ninety-one counties, four are in New Jersey and one in Maryland, which are the only obstacles to making those entire states accredited areas.

●

Millions of Dollars Added to Farm Income

From time to time during the last fifteen months the butter market has shown signs of weakness followed by sudden strength; in almost every case of this kind reports soon followed that the government was buying butter.

In no case has the government made large purchases but in most of these cases the support given the butter market has meant from one-half cent to two or three cents higher price for all the butter in the market. It seems that there is only one explanation for this reaction to government buying. That explanation is, that when the support of the market is weakened butter keeps on going down, permitting general purchasing at low prices, the butter thus purchased going into storage. Butter traders are then in position to realize another half-cent to two or three cents increase on the butter bought and stored at this low price.

Of course, there is no way of knowing how low butter prices might have gone during any one of these periods had the government not given this little support, but it is safe to assume that the butter producers of this country have benefited by possibly several million dollars in the higher prices received.

●

Professor Hulbert Passes

New Jersey agriculture in general, and particularly the boys and girls on New Jersey farms, lost a real and sincere friend on May 25 in the death of Professor Arthur M. Hulbert. Professor Hulbert's death was very sudden, he having been active and at work only a few hours before his death.

The last twenty years of Professor Hulbert's 47-year career as an educator were spent as Director of the New Jersey 4-H Club program and as Assistant Director of Extension in New Jersey. During his career he has developed 4-H club work in New Jersey until there are now 80 clubs, with an enrollment of approximately 12,000 boys and girls.

●

Learning By Doing

We learn to crawl by crawling, and then by persistent effort we finally learn to walk. We learn to cooperate by cooperating.

Understanding comes only through actual and persistent experience in cooperating with others. Occasionally you will see an individual fall from the ranks of cooperation. Usually he is headed for a bump. After a fall or two, if he is made of the same stuff of which cooperation is made, he will undoubtly catch the vision of the great cooperative movement. He will come to understand that he can only learn to cooperate by cooperating. We learn to do by doing.—*Clyde C. Edmonds, Utah Poultry Producers Cooperative Association.*

●

We Second This Motion

A proposal was made the other day that our various milk control boards issue orders that no price higher than Class II be paid to any producer who uses oleomargarine in his home. That, at least, would help the Class I percentage of our loyal dairymen who support their own industry by refusing to use substitutes.

Two "Inter-State" Folks Going to National 4-H Camp

Among Pennsylvania's four representatives to the National 4-H Club Camp, which is being held at Washington, D. C., June 17 to 23, are two "Inter-State" young folks; these are Betty Whittaker of Alexandria, Huntingdon County, daughter of Ed B. Whittaker, and William Satterthwaite, Yardley, Bucks County, son of Amos Satterthwaite. Also representing Pennsylvania are Marion Bennage, New Columbia, and John F. Fogel, Nazareth.

Betty Whittaker has been a member of food and health, baking, room improvement, school outfit and garment clubs during her five years of club work. Speaking of 4-H work Betty writes, "I am sure that nothing could possibly be more of an inspiration to anyone than watching the 4-H circle widen and widen, bringing to more and more young people the opportunity of being a member of one of the friendliest, most worthwhile organizations for rural youth there is today."

We are informed that William Satterthwaite has been a 4-H club member since 1932, during which time he has made an outstanding record as a member of dairy, strawberry and poultry clubs.

The REVIEW extends its congratulations to these young folks who have made such outstanding records. To them we want to say that not only is this an honor but it is also an obligation to uphold the highest standards of 4-H club work as an inspiration to the thousands of other farm boys and girls who are members of 4-H clubs or who might be thinking of joining such clubs.

●

Control Commissioners Named

The appointments to the Pennsylvania Milk Control Commission were made by Governor Earle and confirmed by the State Senate early in May. They are: Chairman, Howard G. Eisaman, Erie, for a six-year term; J. J. Snyder, Easton, for a four-year term; and Robert E. Pattison, Jr., Paoli, for two years.

Pattison is a new member, appointed to represent consumer interests, and Inter-State officials who have conferred with him are highly pleased with his attitude and his sincerity. This fact, combined with the experience and ability previously exhibited by the other two members, indicates that aggressive and sound policies will be followed.

Home—the place where we grumble most and are treated best.

New Jersey Holds Price

From present indications, the New Jersey milk price is expected to hold through the summer. Efforts are being made by many producers and producer groups to obtain an increase to at least the former fluid milk price which prevailed in that State.

There is still evidence that northern New Jersey markets are not in good shape but, with few exceptions, it appears that the Control Board prices are being paid.

●

Drug Stores to Push Milk

A movement has been started by an organization of national drug store chains to promote the use of milk and milk products at drug store soda fountains during the period from June tenth to July tenth. Extensive publicity is being given this campaign which will be supported by special sales effort on the part of store managers and clerks.

Not only will the consumption of fluid milk be encouraged but also milk shakes, buttermilk, chocolate milk, malted milk and such other special products as might use fluid milk.

asNo accurate figures are available to the extent of present milk sales through this channel. It is certain, however, that any concerted effort on the part of a large group such as these drug store chains should materially increase their sales. All of this will be of direct benefit to producers as it should result in an increased return to them, especially in markets which operate on a utilization basis.

It is expected that many independent drug stores will also participate in this milk sale program.

●

Dairy Co-Op Wins Important Suit

The Connecticut Milk Producers Association recently won an important suit in a case which had gone to the Connecticut Supreme Court of Errors. This court upheld the legality of the operations of that association and defended its policy of taking care of "homeless" milk.

A group of producers in that market, who are members of the Connecticut Milk Producers Association, were deprived of their market and, rather than permit this milk to be dumped upon the market at any price, thereby running a grave danger of breaking down the entire price structure, the association undertook to pay these producers the "going" price for their milk and levied a small assessment on the entire membership to take care of this increased financial burden.

One group of producers contested the right of the association to do this but the Supreme Court pointed out that the contract called upon the association to "sell the products in such a way as will be 'to the best advantage of all members' ".

A particular group of producers supplying one dealer had protested the right of that dealer to make the deduction authorized for this purpose. The dealer set the funds aside to pay either the individual producers or the association, as the court would determine. This money, amounting to $6879.69 was ordered paid to the association.

The court closed its decision with the following quotation "Regarded as a legally organized cooperative marketing corporation, and as exercising the powers which are granted to such a corporation by the statutes, its activities are not open to attack as being against the public policy of the state."

●

Milk Law Will Be Tried

It appears that the constitutionality of the newly-organized Pennsylvania Milk Control Commission will be tested in a case between the Commission and Wayne L. Rohrer's Med-O-Farms Dairy at Lancaster. The Commission ordered Rohrer to post a $5000 bond or discontinue business by noon of May 12. It is reported that the bond was posted and an appeal would be taken.

Rohrer was charged with underpayments to producers, which totaled $6787 during a single year, also with defying rulings of the Commission and with under-selling competition. This dealer had been operating without a license since 1934 when he ran afoul of the first Pennsylvania Milk Control Act. He was charged at that time with under-payments to producers during several months of 1934.

This case went through a series of court trials, in which the old Milk Control law was upheld, and, upon reaching the State Supreme Court the law was again upheld.

Because of the direction which previous decisions took and the fact that the present case is so nearly parallel with the previous case, it is reported that the Milk Control Commission is optimistic as to the outcome of the present controversy.

●

Everything comes to him who goes after what the other fellow is waiting for.

Only the wise profit by advice.

For What It May Be Worth

The following bit of "poisonous advice" written about members of a fire company applies with equal truth and force to any organization which requires that the members work together. The word "cooperative" has been substituted for the words "fire company" wherever those words appeared.

"How to Kill Your Cooperative"

"Don't go to the meetings, if you do, go late, if the weather doesn't suit you, don't even consider going. In case you do attend a meeting, find fault with the work of the officers and other members. Never accept any office as it is much easier to criticise than to do things. Raise h - - - in case you are not appointed on a committee. But if you are, don't attend Committee meetings. If asked for your opinion on some matter, always reply that you have nothing to say, and after the meeting tell everyone how things should have been done. Do nothing more than absolutely necessary and when other members do things to help matters along, howl that the "cooperative" is being run by a few. Hold back on everything of interest to the "cooperative", and then go down town and tell everybody what a good "cooperative" you belong to, and what a h - - - of a good fellow you are."

Inter-State Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
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C. Reynolds, Denton, Md.
D. W. Winter, Philadelphia, Pa.

Secondary Markets

WILMINGTON

The Wilmington market is generally conceded to be in the best shape this spring that it has been for years. There seems to be plenty of milk, yet there is no burdensome surplus. All producers are placed on a regular market.

There have been very few changes from dealer to dealer this spring and the former custom of discontinuing producers because of excessive supplies has not been followed, largely because of efforts of the Wilmington Committee to make arrangements satisfactory to both dealer and producer when the milk supply became large.

One disturbing element which has been developing may come to a head as the result of a demand by one dealer that owners of Holstein herds must add some higher testing cows to their herds. Such a practice would destroy most sound breeding programs, making such too expensive, if not impossible, for most farmers. It is a sounder policy for the buyer to mix the milk than for the farmer to mix the breeds.

LANCASTER

The Lancaster Milk Marketing Committee is laying plans for membership work. They are optimistic as to the success of the plan and expect to make an active membership drive at an early date.

ALTOONA

All members of the Cooperative in the Altoona secondary marketing area have been placed. The milk of some is being supplied to cream outlets, with the Cooperative, in accordance with its contract, collecting for that milk and in turn paying those particular producers the full market price which prevails in that area. This has helped stabilize the market by preventing the selling of this milk at whatever might be offered for it.

The contracts from those producers supplying Hoffman's Dairy at Altoona have been accepted, adding a large number of producers to this secondary marketing group.

SOUTH JERSEY

The sign-up work in the South Jersey market is continuing and, at the same time progress is being made in working out selling arrangements with several small dealers who have, until recently, not cooperated with the South Jersey Committee. In several instances producers have been placed with other dealers upon losing their former markets and arrangements were also made in many cases to take care of milk when the dealer had asked certain producers to keep an occasional day's milk at home in order to relieve his excessive supply.

The work of checking up on returned milk has been continued with gratifying results. In addition, considerable attention has been given producers who have been requested to make changes in order to comply with sanitary requirements.

TRENTON

A very satisfactory sign-up of producers has been made with Trenton's largest buyer. The committee for this area is planning sign-up work among producers supplying other dealers. Norm adjustments and occasional returned milk troubles have been given attention.

Supplementary Notes To Price Table On Page 7

* Class IA (Cream) Price of $2.00 applies in Altoona and Reading Markets.
** Price for last half of April.
† April only.

The April average price (**in bold face type**) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The May Class III price in Pennsylvania as set by the Control Board is $1.36 per 100 pounds of 3.5 percent milk, f. o. b. dealer's plant or receiving station. Class III price for May in Maryland, Delaware and West Virginia is $1.13 for 3.5 percent milk.

The butterfat differential on Classes I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Classification Percentages—April, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	*Class I*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	64.3	32.1	3.6	71.2 of Class I
Baldwin (A)	72	28	...	
(B)	70	19	11	
Blue Hen	73	27	...	
Breuninger	85	11	4	78% of Production
Clover (Wilmington)	69.43	11.77	18.80	
Delchester	67	33	...	
Engel	85	15	...	
Fraims	71	29	...	
Gross	86	14	...	
Hamilton	80	20	...	
Harbison	76	14	10	
Johnson, J. Ward	86.18	12.78	1.04	
Keith	77	23	...	
Martin Century	86	14	...	78% of Production
Meyers	80	20	...	77% of Production
Missimer	91	9	...	
Nelson	70	20	10	
Scott-Powell	67	31	2	
Supplee-Wills-Jones	66.25	33.75	...	53% of Production
Sypherd	79	21	...	
Turner & Wescott	52	48	...	
Waple	71	8	21	
Wawa	67	19	14	
Ziegler	65.1	*15.3	...	

* Also 19.6% in Class IA.

NEW JERSEY

	Norm	*Cream*	*Excess*
Abbotts (A)	94.5 of norm	5.5 of norm	Balance
(B)	67.5 of norm	32.5 of norm	Balance
Castanea (A)	75 of norm	25 of norm	Balance
(B)	77 of norm	23 of norm	Balance
Suburban (A)	74.7 of norm	25.3 of norm	Balance
(B)	91.3 of norm	8.7 of norm	Balance
Supplee	100 of norm		Balance

Prices 3.5% Grade "B" Milk

April Averages and April and May Schedules. (Explanatory Notes on Page 6, Col. 3.)

Dealer	Delivery Point	Mile Zone	Average Price Paid in April	Class I Price April & May	Class II Price April	Class II Price May
Keith's Dairy	Altoona, Pa.	f.o.b.	**$2.63**	*$2.88	$1.73	$1.71
Supplee-Wills-Jones	Bedford, Pa.	251–270	**2.13**	2.37	1.66	1.64
Peter Hernig	Boiling Springs, Pa.	126–140	**2.03**	2.48	1.68	1.66
Harbisons	Brandtsville, Pa.	126–140	**2.29**	2.52	1.68	1.66
Harbisons	Byers, Pa.	25– 40	**2.29**	2.52	1.68	1.66
Harbisons	Carlisle, Pa.	126–140	**2.29**	2.52	1.68	1.66
Harbisons	Centerville, Md.	81–120	**2.20**	2.48	1.45	1.43
Supplee-Wills-Jones	Chambersburg, Pa.	141–200	**2.19**	2.45	1.67	1.65
Highland Dairy	Chester, Pa.	f.o.b.	**2.55**	2.88	1.73	1.71
Miller-Flounders	Chester, Pa.	f.o.b.	**2.55**	2.88	1.73	1.71
Supplee-Wills-Jones	Chestertown, Md.	81–120	**2.13**	2.48	1.45	1.43
Scott-Powell	Clayton, Del.	41– 80	**2.15**	2.50	1.45	1.43
Abbotts	Coudersport, Pa.	271–400	**2.05**	2.28	1.65	1.63
Abbotts	Curryville, Pa.	251–270	**2.11**	2.37	1.66	1.64
Scott-Powell	Dagsboro, Del.	126–140	**2.08**	2.40	1.45	1.43
Highland Dairy	Doe Run, Pa.	f.o.b.	**2.55**	2.88	1.73	1.71
Supplee-Wills-Jones	Duncannon, Pa.	121–125	**2.24**	2.52	1.68	1.66
Abbotts	Easton, Md.	81–120	**2.09**	2.46	1.45	1.43
Delchester Farms	Edgemont, Pa.	f.o.b.	**2.50**	2.88	1.73	1.71
Turner & Wescott	Glenroy, Pa.	41– 80	**2.15**	2.55	1.69	1.67
Abbotts	Goshen, Pa.	41– 80	**2.22**	2.53	1.68	1.66
Supplee-Wills-Jones	Hagerstown, Md.	141–200	**2.07**	2.39	1.45	1.43
Supplee-Wills-Jones	Harrington, Del.	81–120	**2.13**	2.48	1.45	1.43
Supplee-Wills-Jones	Huntingdon, Pa.	201–250	**2.17**	2.43	1.67	1.65
	Huntingdon, Pa.	f.o.b.		2.38	1.73	1.71
Harbisons	Hurlock, Md.	126–140	**2.19**	2.46	1.45	1.43
Nelson Dairy	Jeffersonville, Pa.	f.o.b.	**2.50**	2.88	1.73	1.71
Abbotts	Kelton, Pa.	41– 80	**2.23**	2.55	1.69	1.67
Abbotts	Kempton, Pa.	81–120	**2.21**	2.52	1.68	1.66
Supplee-Wills-Jones	Kennedeyville, Md.	41– 80	**2.13**	2.48	1.45	1.43
Harbisons	Kimberton, Pa.	25– 40	**2.29**	2.52	1.68	1.66
Martin Century	Lansdale, Pa.	f.o.b.	**2.58**	2.88	1.73	1.71
Supplee-Wills-Jones	Leaman Place, Pa.	41– 80	**2.27**	2.57	1.69	1.67
Supplee-Wills-Jones	Lewistown, Pa.	141–200	**2.19**	2.45	1.67	1.65
Sypherd Dairies	Lyndell, Pa.	25– 40	**2.31**	2.48	1.68	1.66
Harbisons	Massey, Md.	41– 80	**2.20**	2.48	1.45	1.43
Supplee-Wills-Jones	Mercersburg, Pa.	141–200	**2.19**	2.45	1.67	1.65
Harbisons	Millville, Pa.	141–200	**2.20**	2.40	1.67	1.65
Supplee-Wills-Jones	Moorefield, W. Va.	271–400	**1.91**	†2.14	1.45	1.43
Supplee-Wills-Jones	Mt. Pleasant, Del.	41– 80	**2.13**	2.48	1.45	1.43
Supplee-Wills-Jones	Nassau, Del.	126–140	**2.11**	2.45	1.45	1.43
Scott-Powell	New Holland, Pa.	41– 80	**2.27**	2.56	1.69	1.67
Abbotts	Oxford, Pa.	41– 80	**2.23**	2.55	1.69	1.67
Abbotts	Philadelphia, Pa.	f.o.b.	**2.46**			
Baldwin Dairies	Philadelphia, Pa.	f.o.b.	**2.50**			
Breuninger Dairies	Philadelphia, Pa.	f.o.b.	**2.69**			
Wm. Engel Dairies	Philadelphia, Pa.	f.o.b.	**2.71**			
Chas. Gross	Philadelphia, Pa.	f.o.b.	**2.72**	2.88	1.73	1.71
Hamilton Dairies	Philadelphia, Pa.	f.o.b.	**2.65**			
Hutt & Kempf	Philadelphia, Pa.	f.o.b.	**2.50**			
Missimer Dairies	Philadelphia, Pa.	f.o.b.	**2.78**			
Scott-Powell	Philadelphia, Pa.	f.o.b.	**2.49**			
Supplee-Wills-Jones	Philadelphia, Pa.	f.o.b.	**2.49**			
Abbotts	Port Allegany, Pa.	271–400	**2.05**	2.28	1.65	1.63
Scott-Powell	Pottstown, Pa.	41– 80	**2.30**	2.61	1.69	1.67
Supplee-Wills-Jones	Princess Anne, Md.	126–140	**2.06**	†2.37	1.45	1.43
Abbotts	Providence, Md.	41– 80	**2.11**	2.49	1.45	1.43
Ziegler Dairy	Reading, Pa.	f.o.b.	**2.24**	2.88	1.73	1.71
Supplee-Wills-Jones	Red Hill, Pa.	41– 80	**2.27**	2.57	1.69	1.67
Breuninger Dairies	Richlandtown, Pa.	41– 80	**2.35**	2.48	1.68	1.66
Sheffield Farms Co.	Rising Sun, Md.	f.o.b.	**2.16**	($2.16 for all milk in April)		
Harbisons	Rushland, Pa.	25– 40	**2.29**	2.52	1.68	1.66
Scott-Powell	Snow Hill, Md.	141–200	**2.04**	2.34	1.45	1.43
Abbotts	Spring Creek, Pa.	401–430	**2.02**	2.24	1.64	1.62
Duncan's Dairy	Springfield, Pa.	f.o.b.	**2.55**	2.88	1.73	1.71
Harbisons	Sudlersville, Md.	41– 80	**2.20**	2.48	1.45	1.43
Supplee-Wills-Jones	Townsend, Del.	41– 80	**2.13**	2.48	1.45	1.43
Waple Dairies	Tyrone, Pa.	f.o.b.	**2.12**	2.38	1.73	1.71
Wawa Dairies	Wawa, Pa.	f.o.b.	**2.25**	2.88	1.73	1.71
Supplee-Wills-Jones	Waynesboro, Pa.	141–200	**2.19**	2.45	1.67	1.65
Blue Hen Farms	Wilmington, Del.	f.o.b.	**2.41**	2.67	1.70	1.68
Clover Dairies	Wilmington, Del.	f.o.b.	**2.32**	2.67	1.70	1.68
Fraims Dairies	Wilmington, Del.	f.o.b.	**2.39**	2.67	1.70	1.68
Supplee-Wills-Jones	Zigglerville, Pa.	25– 40	**2.27**	2.57	1.69	1.67

Additional April Prices — 3.5% Milk

Dealer	Delivery Point	Ave. Price
Farmers' Dairy Coop.	Christiana, Pa.	1.70
Lancaster Milk Co.	Lancaster, Pa.	1.90
Farmers Co-op Ass'n	Mt. Joy, Pa.	1.70
New Holland Farms, Inc.	New Holland, Pa.	1.70
Eachus Dairy	West Chester, Pa.	2.55
Johnson, T. Ward	Woodlyn, Pa.	2.54

Fads and Fables About Milk

Science Explodes Old Fashioned Ideas

(*This information is published by the Dairy Council in the form of a leaflet, and is being widely distributed among consumers in the Philadelphia milk shed.*)

1—Should Fish and Milk be taken at same meal? No facts substantiate the milk-fish fallacy. Experience of years disproves it. It probably originated in days before refrigeration when people who became ill from eating fish, which was not strictly fresh, chanced also to drink milk at the same meal.

Scientific authorities remind us that foods are made up of chemically inert substances and react with each other little, if at all, when mixed in the stomach. The idea of their combining to form mysterious poisons in the body is the product of a lurid imagination.

Government nutritionists expose the inconsistency of those who avoid fish and milk combinations. Such faddists, they point out, "will eat fish chowder, made with milk, but seem afraid to drink milk at a meal where they have, say, fried fish. They may not worry about crab, lobster or shrimp when served a la Newburg, but they shudder if ice cream is served after any sea food."

2—Is Milk fattening? No one food is more "fattening" than any other food. An equal number of calories of lettuce and of lard, for example, produce exactly the same amount of energy and therefore are capable of producing the same amount of body fat.

The term "fattening" has come to be accepted as applicable to all concentrated foods, especially those which have a high fat, sugar or starch content. This term is legitimate only in the sense that small quantities of such foods yield a high calorie return and any excess of them soon leads to overweight.

Just why milk is popularly considered "fattening" is difficult to understand. The percentage composition of milk—87% water and roughly 4% each of protein, fat and carbohydrate—is concrete evidence of the fallacy of this common belief. Milk ranks in water content with fruits and vegetables—foods always recommended for reducing diets (cabbage 86% water; carrots 88%; apples 85%; oranges 80%).

3—Should Milk and Acid Fruits be taken at same meal? "Fruit causes milk to curdle in the stomach" is the objection often raised to taking acid fruits and milk at the same time. As a matter of fact the first process of digestion is curdling and the gastric juice in the stomach is largely responsible for this change.

The curd which results from a mixture of fruit acids and milk is much finer and therefore easier to digest than the milk curd formed with acid found normally in the stomach. The milk and fruit combination is therefore to be desired rather than avoided. Buttermilk and other types of soured milks have been used in child feeding for years.

Present-day methods of infant feeding disprove the fruit-milk fallacy. One method widely used is that of adding acids directly to the milk before giving it to babies.

Issue New Price Orders

THE PENNSYLVANIA Milk Control Commission, which was made a permanent body with the approval of Act 105 on April 28, 1937, issued on May 27 new orders regulating the milk industry of the state, these orders to become effective on June 2.

The orders, as they affect producers in the Philadelphia marketing area, are, except for reductions in the prices of Class II and Class III milk, practically the same as the latest orders issued by the old control board. The marketing area is set up on the same basis, the milk classifications are the same and the price changes of Class I milk are minor. The price of Class I milk delivered at the Richlandtown and Lyndell receiving stations has been raised 4 cents per hundred pounds.

The price schedules for all classes of milk are based on 4 percent milk in the new orders, instead of on 3.5 percent milk as previously. This, the Commission informs us, more nearly conforms with the prevailing average butterfat test of the milk produced and sold in the state. They also state that manufacturing milk has long been purchased on a 4 percent basis. As butter prices advance beyond 33⅓ cents per pound, this new formula will mean a gradual increase in Class II price as compared to a 3.5 percent schedule.

The price of Class II milk, under the new order, is set as four times the month's average butter price, plus 20 percent of that amount, and plus 15 cents. This was formerly 35 cents. The price of Class III milk has been set as the butterfat value of the milk, plus 10 cents per hundred pounds, instead of 20 cents as formerly. These reductions were made because of the difficulty of finding satisfactory outlets for cream at the former price.

A new marketing area was established in Center, Clearfield and Huntingdon counties, also including Tyrone, in which producer prices of Class I milk were increased from $2.58 to $2.85 per hundred pounds of 4 percent milk. A reduction from $2.95 to $2.85 was made in the Lehigh and Harrisburg areas, and a reduction from $3.08 to $2.96 in the Schuylkill and Johnstown-Altoona areas. The former Class IA which prevailed in some marketing areas was discontinued, being combined with Class II.

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Oleo Plan Repulsed

The oleomargarine interests apparently attempted to enlist the aid of the General Federation of Women's Clubs in fighting their battles. This is indicated by the fact that a resolution was offered at the closing session of the Federation's conference at Tulsa, Oklahoma, to condemn efforts to regulate and tax oleomargarine.

The Federation would have absolutely nothing to do with such a resolution but it is probable that the oleomargarine interests will continue to seek aid from such sources through high pressure publicity and personal contacts with leaders of women's clubs.

Those who pride themselves on being hard-boiled are often only half-baked.

Stringent Bangs Rules Issued

The Pennsylvania Legislature has appropriated approximately $750,000 for indemnities to owners of cattle destroyed because of Bang's disease. In order to take positive steps to eliminate this disease from Pennsylvania herds and to prevent re-infection, new regulations have been issued by the Pennsylvania Department of Agriculture, covering the importation of cattle into the state.

The new regulations are as follows:

"(A) All cattle over six months of age, except as otherwise provided in these regulations, to be brought into Pennsylvania must have come directly from Bang's disease certified herds. The Bang's disease free certified herd must be of standard equal to that of the Pennsylvania Bang's disease free certified herds; that is, all animals in the herd must have been negative to at least two repeated blood tests covering a period of at least one year using all dilutions, 1-25; 1-50; 1-100 and 1-200. Such cattle must be tested for Bang's disease with negative results within 30 days prior to shipment into Pennsylvania and must be accompanied by health certificate, tuberculin test chart and Bang's disease certificate approved by the proper livestock sanitary official of the state of origin. The blood test certificates shall contain tag numbers, registry names and numbers for identification of each animal shipped, name and address of owner, consignor and consignee and shall be forwarded to the Bureau of Animal Industry, Pennsylvania Department of Agriculture at Harrisburg so as to reach Harrisburg before arrival of cattle at destination."

Heretofore cattle, including calves, to be brought into Pennsylvania must have come directly from herds that were certified by the proper livestock sanitary official as being free from Bang's disease or must have passed a satisfactory blood test for Bang's disease with negative results within thirty days of entry.

The new regulations will practically assure that every dairy animal brought into Pennsylvania is free of this disease. These regulations are among the foremost in the country and set a high standard of health for Pennsylvania dairy herds.

Feed Price Summary For May

Compiled by Inter-State Milk Producers' Cooperative

Ingredients	May, 1937 ($ per T.)	May, 1936 ($ per T.)	April, 1937 ($ per T.)	% Change May, 1937, compared with *May, 1936	April, 1937
Wheat Bran	44.71	27.80	46.23	+60.82	—3.29
Cottonseed Meal 41%	51.74	34.52	48.62	+49.88	+6.41
Gluten Feed 23%	44.34	26.84	44.61	+65.20	— .61
Linseed Meal 34%	47.77	34.97	48.19	+36.60	— .88
Corn Meal	49.91	30.65	50.47	+62.83	—1.11
Mixed Dairy Ration: 16%	44.12	27.64	43.18	+59.62	+2.17
24%	49.77	34.05	48.70	+46.16	+2.19
32%	52.47	38.50	51.70	+36.28	+1.48
Alfalfa Hay	27.50	.....	26.00	.....	+5.76
Dry Brewers Grains	43.26	.....	43.16	.....	+ .23

* Revised mailing list effective January, 1937, therefore comparison is not made on same dealers.

NOW THAT farmers have their dairy herds on pastures, we find a variety of pasture conditions prevailing throughout the Philadelphia Milk Shed.

In Delaware and Maryland, particularly, and in other sections of our territory, pasture conditions are far below normal and stocks of home-grown hay and grain, if not already exhausted, are practically so, which means that dairymen in this section of the country are compelled to buy larger than usual quantities of feed at prices far above the prices paid last year.

Feed prices in May, 1937, as compared with May, 1936, range from 36 percent higher in the case of a 32-percent protein mixed feed to 65 percent higher for gluten feed. These prices are reported to the Cooperative each month by a selected list of feed dealers located throughout Inter-State territory.

While all feed prices were much higher in May than a year earlier, some feed prices showed a slight decrease from the April, 1937, quotations. The price of bran went down 3.29 percent over this period. Other declines were: gluten feed, .61 percent; 34-percent linseed meal, .88 percent; and corn meal, 1.11 percent.

Feeds which showed increased prices in May as compared to April were: 41-percent cottonseed meal, 6.41 percent; ready-mixed dairy rations 1.48 percent to 2.19 percent; alfalfa hay, 5.76 percent; and dry brewers grains, .23 percent.

Cooperative Leaders Meet at Ames, Iowa

The American Institute of Cooperation, which meets at Iowa State College, Ames, June 21-25, anticipates the attendance of unusually large crowds. The Institute is planned especially for cooperative officials, directors and employees. Anyone is welcome and those interested in agricultural cooperatives are especially urged to attend.

The program for the 1937 sessions include 38 general gatherings and conference groups. A portion of the program is devoted to general meetings which all groups will attend, while other parts of the program are divided according to special interests such as dairy, poultry, livestock, farm supplies, etc.

In commenting on this year's Institute, Charles W. Holman, Secretary, says, "The intensive and factual approach which characterizes Institute deliberations makes the sessions exceedingly valuable to the practical cooperator. Not only do the employees and directors have opportunity to check notes with workers in their own fields of activity, but they are able to study with other leading cooperative executives, federal and state public officials, and leaders of general farm organizations."

First consideration at the fluid milk sessions of the Institute will be given to developments and the present situation in city milk distribution. Leading the discussion in the various phases of this subject will be James E. Horton, of the Federal Trade Commission; H. B. Steele, of the Dairymen's Cooperative Sales Association, Pittsburgh; E. W. Gaumnitz, Chief of the Agricultural Adjustment Administration Dairy Section; and A. H. Lauterbach, Inter-State's general manager.

The surplus problem, which is always present in fluid milk markets, will be discussed by C. R. George, manager of the Marion (Indiana) Producers Creamery; and T. G. Stitts of the Farm Credit Administration.

In addition open discussions will be included as a part of each session at which these subjects will be featured.

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Establishes New Record

A new record for Junior Four-year-old Holstein cows has been established by the cow Winterthur Posch Boast Mimadel owned by the Winterthur Farms of Delaware, a member of the Inter-State Milk Producers' Cooperative. This cow on twice-a-day milking produced 19,433 pounds of milk and 785.1 pounds of butterfat in 365 days.

Trucking Rates Need Study

Connecticut Survey Points Way to Savings

ONE OF THE MOST complete and interesting detailed studies of the cost of trucking milk has just been reported from Connecticut. This study was originally intended to cover the rather broad problem of supply and transportation of milk but so much interest was shown in detailed transportation costs that a special report was prepared on that subject.

The extreme variations in trucking rates listed by the report show clearly the excess trucking charges that are being paid by many producers. According to estimates by D. D. Hammerberg and W. G. Sullivan, economists of Connecticut State College who made this study, Connecticut farmers would save $100,000 a year if the rates charged for trucking by milk dealers were brought down to the average of the rates charged by independent truckers.

The study was made during 1936, through interviews with dealers, producer-dealers, truckers and farmers, and records of the C. M. P. A. and the milk administrator. Of the 237 routes used in the study 181 were operated by milk dealers and 56 by independent truckers. Most of the independent truckers made agreements on rates with farmers' cooperatives (many of them with the C. M. P. A.) although some of them dealt with the distributor.

Unusual variations in charges were found in routes of all lengths. These charges had no direct relation to the type of roads or to the service rendered.

Reason For Variations

"These variations in charges on similar routes," says the report, "appeared to be primarily due to differences in the bargaining positions of the distributors or in the extent to which they exercised this power. If a distributor insists upon transporting the milk used in his plant, it is inherently difficult for other agencies to compete in transporting this milk unless they are also in a position to distribute it. This makes competition in transportation contingent upon competition in distribution."

Rates charged by distributors were consistently higher than those charged by independent truckers. On the average the rate charged by distributors was 32.8 cents while the average for the independent truckers was 23.6 cents. In all but three instances the routes of the independent truckers included more miles of unpaved roads than the routes of distributors of approximately equal length and approximately the same volume.

"On the average 318 pounds of milk were collected per stop on the routes operated by the distributors, and 266 pounds of milk were collected on those of the independent truckers. Two additional considerations must be emphasized in connection with these figures. On the routes of the independent truckers most of the stops made to collect the milk of individual farms were farmstead rather than main road stops. Most of the distributors on the other hand required the farmers to bring the milk to the main road. Frequently the truck drivers employed by the independent truckers (or the owner if he drove his own truck) would load the milk directly from the farmers' cooling tanks. This service was extremely uncommon on the routes operated by the distributors. In view of these considerations the average difference of 9.2 cents per hundredweight in charges is particularly significant. In short, the independent truckers, in general, rendered more service, transported more milk under less favorable circumstances for rates that averaged 28.6 percent less than those charged by the distributors."

Independents Do Best Job

"In summary, the independent truckers on the average traveled longer distances, over more miles of unpaved road, made more individual farmstead stops and rendered more service at these stops than did the distributor truckers for rates that were 22 percent lower than those of the latter.

"On the average the gross daily incomes received by the independent and the distributor truckers for each route were nearly identical; the former averaged $13.14 and the latter averaged $13.05. In return for this daily income the independent trucker traveled 75.9 miles on the average and transported 5,645 pounds of milk to the market. The distributor trucker, on the other hand, traveled 45.6 miles on the average and transported 4,357 pounds of milk to the market. On a ton-mile basis the rates charged by the distributors were more than twice as high as those charged by the independent truckers.

"More than 75 percent of the milk transported by independent truckers was hauled for rates of 25 cents per hundredweight or less; the distributor truckers on the other hand charged rates of 27.5 cents per hundredweight or more for 74.2 percent of the milk they transported. From the standpoint of length of route, road conditions, accessibility of farms and services rendered, there is every reason to believe that 75 percent of the milk now being transported by distributor truckers could be brought to market for rates ranging from 15 to 25 cents per hundredweight."

Recommended Solutions

Fixing of rates by public agencies such as the Milk Administration or the Public Utilities Commission does not strike the writers of the report as entirely satisfactory. Maximum rates afford no permanent solution, since they affect only the rates that are higher than the level set. Some of them could be reduced to lower levels. Formula rates could be devised for differences in mileage and volume but it would be difficult to adjust them for road conditions and type of service. Adjustment of rates, they conclude, can be best achieved through periodic competitive bidding.

Rerouting must be frequently brought about as supply and demand conditions change. **"These are problems that producers' cooperative associations are usually extremely well equipped to handle. Many of them have, as a matter of fact, been formed for this express purpose. The whole problem of milk transportation including both the problems of rates and of routes, is likely to remain either chronic or acute until it is taken over by the producers through their associations."**

This report which we covered only briefly and in part is expected to prove a valuable guide in planning milk trucking economies for the Philadelphia milk shed. It shows very plainly that many economies are possible and indicates in what directions room for these savings is most prevalent.

Straws float on the surface; for pearls you must dive below.

Directors Hold Important Meeting

THE Board of Directors of the Inter-State Milk Producers' Cooperative held their regular meeting at the Cooperative's office on May 13. All members were present except one.

Preceding the meeting a discussion on Vitamin D milk was given by Dr. Bion R. East. It was brought out that milk is the one satisfactory and reliable food to which Vitamin D can be added. A part of the milk supply in most cities is now fortified with additional vitamin D and in addition more than half of the evaporated milk output of the country also has an extra supply of this factor added. The competition of vitamin D evaporated milk might become of serious concern to fluid milk producers and distributors and it is believed that by obtaining a sound understanding of this subject the correct solution can be found.

Reports of the General Manager and officers were heard and the activity of the Cooperative on legislative matters was discussed. This included a rather general discussion of several pieces of legislation now before legislatures and Congress. The report by I. Ralph Zollers, covering field and test work, revealed that there is a heavy demand for services of field representatives in following up rejected milk problems. Considerable attention is also being given those producers who find it necessary to make changes in order to meet sanitary requirements. This work has caused a temporary slowing-up of membership work.

It was reported by one director that a dairy in his secondary market has notified its shippers who have Holstein herds that they must change to Guernsey or Jersey herds. Considerable discussion took place on this subject but no recommendation or policy was decided upon at that time.

The by-laws proposed by the Avon-Grove Local, which had been submitted to A. Evans Kephart, the Cooperative's counsel, were approved. These by-laws had already been approved by the local.

Trucking Discussed

A discussion was held on the trucking situation in the vicinity of Oxford, Kelton and Goshen. These are "A" milk plants and the dealer buying this milk desires that special protection be given the milk on the way from farm to receiving station. The truckers expressed a willingness to give this protection provided the Cooperative would assure them of at least a one-year contract to haul that milk. A resolution gave the management authority to study the contract hauling of milk and, if found advisable, to make such agreements. Trucking problems in other territories were also discussed so as to inform the entire Board as to developments.

Proposed amendments to the by-laws of the Philadelphia Inter-State Dairy Council were discussed, following which a committee was authorized to study the revisions further and was given the power to act on those amendments. These changes in the Dairy Council by-laws are designed to simplify the setup of the organization and to permit the delegates to the Inter-State annual meeting to elect the producer-members of the Council's board.

Hear Individual Reports

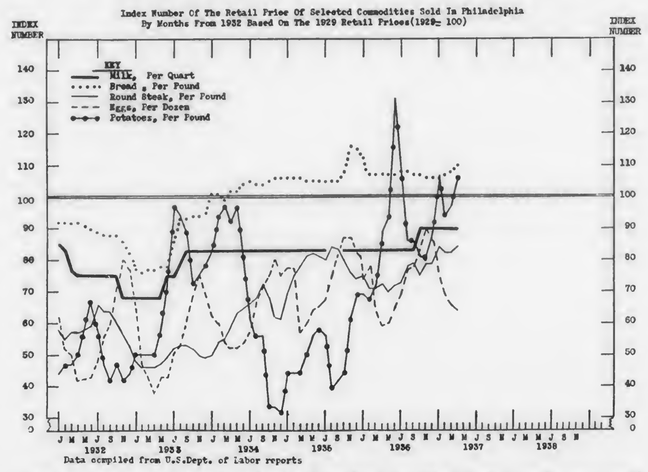
Director H. K. Martin reported, as Inter-State's representative on the Farm Show Committee, that the Show Commission is attempting to secure Federal funds to enlarge the Farm Show Building at Harrisburg. Director H. W. Wickersham reported that the bill appropriating funds for eradication of Bang's disease has passed both houses of the legislature and was waiting the Governor's signature.

A discussion on women's part in the cooperative program revealed that there is a general recognition of the need for such a program. Due to the lack of time and information, no recommendations were made at this meeting.

A production control program on which Directors Wickersham, Bagshaw, Welty and Sutton had been working was discussed, following which this committee was given authority to take up the subject of production control with our milk buyers and with the Milk Control Commission.

The Cooperative voted $100 to continue our participation in the vocational agriculture dairy activities at the Eastern States Exposition. This donation will be used to help defray expenses of vocational agriculture students from "Inter-State" states to the exposition. It was also voted that the Cooperative would again offer a special prize for the highest scoring sample of milk at the 1938 Pennsylvania Farm Products Show produced by a Pennsylvania member of Inter-State.

General market conditions in the Philadelphia Milk Shed were discussed by General Manager Lauterbach and by the directors. This included the supply of milk, the cream situation, discussion of cream prices and a discussion of price differentials for milk sold through various trade channels. The president was authorized by resolution of the Board to appoint a committee of five to make a study of special prices, differentials and concessions in the Philadelphia market.



The above chart discloses the trend in retail prices of basic foods compared to the 1929 average. The price of milk, the heavy line, remained higher proportionately than the price of other commodities, except bread. As business conditions improved the price of milk did not increase at the same rate as did other prices.

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Charlie: "What has 18 legs and catches flies?"

Herb: "Now let me see. I've heard the one about 4 legs, but let me see, 18 legs and catches flies. I give up."

Charlie: "A baseball team."

Why Do Fat Tests Vary

(From a report by J. C. Marquardt and H. L. Durham of the New York State Agricultural Experiment Station, Geneva, N. Y.)

THE PROBLEM of variation in milk fat tests has been considered ever since the Babcock test was developed. Variations in tests and in sampling procedures are subjects of tremendous importance to the dairy industry. Patrons expect uniformity in test from day to day; and milk plant operators emphasize accuracy. The patron's milk is not uniform from time to time, due to many factors. In this article we discuss briefly why milk lacks uniformity in fat content and the limitations of accuracy of the fat test itself.

For a period of about two weeks after freshening the milk of cows in good condition may test high, but this is temporary, and milk generally tests least during the first few months of lactation. As the cows advance in the period of lactation, the test of the milk increases, particularly near the end of the period. Milk usually tests highest in the coldest winter months and starts to decrease with warmer weather until June or July, when the test is lowest, rising again later until the high test of the next January or February is reached.

Cows and Environment

The shorter the time between milkings, the richer the milk. The completeness of milking affects the test because foremilk is often thin, while strippings may be very rich. Certain breeds give high fat content milk; other breeds give low fat content milk. Night's milk is usually higher in test than morning's milk. Exercise tends to increase the test of cow's milk. Low temperatures also tend to increase the test. Underfeeding cows tends to increase the test of the milk, but decreases milk yield to a greater extent. Records show that the milk from young cows is higher in fat content than from cows 4 years old or older. It has been repeatedly shown that the fat content of milk from the different quarters of the same cow is not constant. The milk of a fairly large herd is reasonably constant in its fat content only because it is a mixture of so many samples of milk.

These factors and others responsible for changing the test of the milk also change the amount of milk produced. Patrons in checking their milk statement should check the pounds of fat produced as well as the test of the milk from time to time. Generally, factors which increase milk yield tend to reduce the percentage of fat, but the total fat yield is greater. Conversely, factors which reduce milk yield tend to increase the percentage of fat and decrease the total yield of fat.

One should not expect too great a degree of accuracy in testing. In the first place the Babcock test bottles are graduated to read only as fine as 0.1 percent, therefore the limit of accuracy of the bottle itself is 0.1 percent. This gives a gauge of the accuracy of the tools with which the tester must work.

Errors Only Slight

Individual shipments of milk may normally vary one-half percent or more from day to day. To illustrate this point the entire daily production of the Station herd was tested on 10 consecutive days selected at random. During this time the tests ranged from 5.0 to 5.8 percent. When composite samples are tested, it is obvious that checking individual daily deliveries against a composite is of limited value. Composite check tests should be made from a split sample from the original composite.

Thirty percent of the tests of milk tested in the same laboratory normally check without variation between two duplicate tests. Sixty percent of the tests of the same sample by the same operator vary by 0.1 percent. The remaining 10 percent vary by 0.2 percent or more. When the same operator tests the same sample in two different laboratories, 0.2 percent variation in test is considered a normal variation, though most of the tests check within 0.1 percent.

Thus the many factors that may affect the fat content of the milk, the mechanical limitations of the test bottles, and the human element that enters into the making of the test must be taken into account when one attempts to interpret the statement from the milk plant on the milk test of its patrons.

●

How Would This Work?

It seems that an inspector came out and looked things over one day and said in an uppity voice, "Yes, it's *pretty* clean."

"They ought to make inspectors run a dairy for a while and let us score them," said Dave darkly.

—*California Milk News.*

National Dairy Council Holds Summer Conference

Twenty-six Dairy Council units from all parts of the United States will gather in Chicago on June 14th-16th for an annual meeting which will consider means of extending the program of milk promotion which is already nation-wide in its extent.

The Philadelphia Dairy Council, one of the oldest of the units, will be represented by C. I. Cohee, Executive Secretary, and two staff nutritionists.

In addition to representatives from the various Dairy Councils extending from Virginia and Alabama to the Pacific coast, it is expected that outstanding national figures in the dairy industry will speak on such aspects as educational trends, consumer approaches, sanitary control of milk, and the importance of research. On the program will also be a food-marketing specialist on trends in present-day food merchandising.

It is of interest to readers of the REVIEW to recall that a few months ago A. H. Lauterbach, our General Manager, was elected as a representative of organized producers to the Board of Directors of the National Dairy Council. Each of the Dairy Council units operates independently with its own local board of management, but in the interest of efficiency contributes to the support of the National Dairy Council office which acts as a clearing-house for information and certain other particular services.

The producer members of the local Philadelphia Dairy Council, representing the Inter-State Milk Producers' Cooperative, are as follows:—

E. H. Donovan, Smyrna, Del.
J. W. Keith, Centerville, Md.
A. R. Marvel, Easton, Md.
Frederick Shangle, Trenton, N. J.
M. L. Stitt, Port Royal, Pa.
B. H. Welty, Waynesboro, Pa.
Howard W. Wickersham, Kelton, Pa.
F. P. Willits, Ward, Pa.

●

New York Enacts New Milk Control Law

The New York Legislature passed and Governor Herbert H. Lehman signed the Rogers-Allen Bill which provides for further control of the milk industry in New York. In the words of Governor Lehman, this act returns milk control to the milk industry where it belongs. To quote the Governor's statement in a release when he signed the bill—"It places upon producers themselves the duty and responsibility of doing something to stabilize the industry and of devising machinery to assure the producer a reasonable price for his milk.

"This bill does not permit the fixing of prices to consumers. It does not give distributors control of the industry. Control under this bill is kept with the producers . . .

"While this bill is not a cure-all, and in fact may not prove as effective as its proponents believe it will, I do think it is a sound measure containing machinery for substantial assistance to the producer.

"The bill permits collective bargaining between distributors and producers."

The new bill provides that producer cooperatives supplying any certain market may set up a bargaining agency to negotiate prices with dealers. This power is not delegated to any one organization but, if 75 percent of the producers supplying a market agree on prices the Commissioner of Agriculture and Markets can fix the schedule then agreed upon as applying to all of that market.

The Governor, at the same time vetoed the McElroy - Young bill which would have established an organization to be known as Milk Producers, Incorporated, which would have had complete control of the marketing of milk in the state, regardless of the number of producers who might have joined this organization.

Kill Bacteria with HTH-15



Always SAFE TO USE

● Dairymen everywhere are adopting HTH-15 because solutions made with this modern chlorine carrier kill bacteria—and are safe to use on metal equipment. HTH-15 comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping. • Because HTH-15 is so easy to use, because a little goes so far, and because it saves time and labor, it has set a new standard for low cost in dairy sanitation.

THE LOW-COST WAY TO LOW-COUNT MILK

When you use HTH-15 you solve your high-count problems and at the same time you establish a low cost for your sanitary program. • Try HTH-15 now. Let us outline a program that will more than satisfy every requirement you have to meet—at low cost. ***Handy measuring spoon packed in every tin.***

Write for literature and ***free ¼-lb. sample.***

Sold in 2 Sizes
3 lb. can $1.00
1 lb. can 50c



The MATHIESON ALKALI WORKS (Inc.)
612 60 East 42nd Street, New York

AVOID REJECTS—HTH-15 Helps You MEET THE MOST RIGID SANITARY REQUIREMENTS

If You Don't Get Ice

Sometimes ice delivery is slow, especially in hot weather when needed most. If you have any complaint about ice service, get in touch with your Inter-State Field Representative or Director or with the main office. We will do our best to get you better service.

●

Prices Paid Producers On Other Markets

Class I price 3.5% milk for May, weighted average price for March (M) or April (A). All prices f. o. b. city markets except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price	
Philadelphia	$2.88	12	?	
Pittsburgh	3.05	13	$2.41	M
New York City	*2.05	11	*1.58	A
Boston	2.25	12-11	†1.525	M
Providence	3.20	13	2.92	A
Hartford	3.35	14	2.86	M
Baltimore	2.90	13	2.51	M
Washington	3.25	14	2.88	M
Richmond	3.57	14	2.90	M
Wheeling	2.45	12	2.08	M
Dayton	2.10	11	1.89	A
Cleveland	2.50	11-12	2.17	M
Detroit	2.68	9-13	2.09	A
Indianapolis	2.34	12	2.14	M
Milwaukee	2.71	12	2.09	A
St. Louis	2.45	11-13	2.17	M
Omaha	2.40	11	1.98	May
Denver	2.10	10-11	1.75	A

* Price applies in 201-210 mile zone.
† Price applies in 191-200 mile zone.



DIVERSOL
The "Sure to Kill" STERILIZER

Diversol is the only sterilizer that instantly kills milk-spoiling germs without rusting utensils. Simply dissolve in hot or cold water and Diversol is ready for use. Stocked by leading dairies. Approved by Health Authorities.

Send for FREE Folder

THE DIVERSEY CORPORATION
53 W. Jackson Blvd., Chicago

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

ELECTRIC FENCE

PRIME Electric Fence—one-wire—use battery, Delco or public service current. Guaranteed reliable—satisfied users—80% saving—thirty day trial. WRITE FOR CATALOG. John W. Woll, Newtown, Pa.

MAY, 1937, BUTTER PRICES

Date	92-Score Solid Pack Philadelphia	New York	Chicago
1	34	33	31
3	33¾	32¾	30½
4	32½	31½	30
5	33½	32½	30
6	33½	32½	30½
7	34	33	31
8	34¾	33¾	31
10	34¾	33¾	31
11	34¾	33¾	31
12	34¼	33½	30½
13	34¼	33½	30½
14	34¼	34¼	30½
15	32¾	32	30
17	33	32¼	30
18	32¾	32	30
19	32½	31½	30
20	32¾	31¾	30
11	32½	31½	30
22	32¼	31¼	30
24	32¼	31¼	30
25	32¼	31¼	30
26	32¼	31¼	30
27	32	31	30
28	32	31	30
29	32	31	30
Average	33.20	32.27	30.30
April, '37	33.63	32.87	31.16
May, '36	28.19	27.84	26.31

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of April, 1937:

Butterfat Tests	2510
Plants Investigated (first half April)	13
(second half April)	23
Calls on Members	845
Quality Improvement Calls	103
Herd Samples Tested	352
Brom-Thymol Tests	452
Microscopic Tests	221
Membership Solicitation Calls	443
New Members Signed	89
Educational Meetings	9
Attendance	672
Local Meetings	14
Attendance	925

Milk Consumption Continues To Gain

MILK CONSUMPTION continues on its upward trek according to the Milk Industry Foundation. The daily average sales for April in 133 of the leading markets of the United States increased 2.7 percent over March, 1937, and 1.13 percent over April, 1936. Daily average sales were 6,343,763 quarts for April, 1937, compared with 6,272,652 quarts for April one year ago.

Evidently there was a relatively close correlation between the increase in milk consumption and labor employment and payrolls. Employment was up 2.52 percent and payroll increase was nearly double that or 4.7 percent.

Production per farm, according to the Foundation report, increased 8.5 percent over the same month (April) last year. From all indications milk production per farm in the Philadelphia milk shed increased approximately 15 percent during April, 1937, over April, 1936.

According to reports received by the association from a selected group of Philadelphia distributors, the daily average delivery of milk by 6,534 shippers during the month of April, 1937, was 218 pounds compared to 189 pounds per shipper one year ago and 206 pounds per day for the past March. The increase in delivery per patron, April, 1937, over April, 1936, was 29 pounds per day or 15.34 percent, and 12 pounds or 5.82 percent over March, 1937. Undoubtedly, much of the increase over the past year was due to the more favorable price producers are receiving for milk as well as the earlier than normal pasturing of cattle and the rapid progress being made by the various state and federal governments in eliminating mastitis and bangs disease.

Market Receipts. Total market receipts of milk and cream in milk equivalent in Philadelphia appear to be about the same for the first 22 days of May as during the same period of last year, according to the Bureau of Markets of the United States Department of Agriculture. Up to and including May 22, 1937, total milk equivalent of fluid milk and cream receipts was 633,810 cans (40-quart) while during the same period last May, receipts totaled 628,295 cans. This May's increase over April, 1937, amounted to 64,159 cans.

The Cream Market. Cream prices during May, 1937, averaged around $15.50 per can of 40 percent cream which was about 50 cents per can higher than May last year.

Butter. While cream prices showed some improvement during the middle and latter part of May, the price of butter appeared anything but stable as it fluctuated between 31 and 34.25 cents per pound (New York, 92-score) with the lowest price of the month, 31 cents, on May 27th. The average price of 92-score New York butter for May was 32.27 cents per pound, compared to an average price of 32.87 cents in April and 27.84 cents in May of last year.

Market experts feel that had the Federal Government not recently stepped into the purchasing picture after several months layoff, in order to stabilize the market the New York price would have gone below 30 cents per pound. Government butter purchases over the last two or three years, without a doubt, have meant additional millions of dollars to the dairy farmers of the United States. Not only has this been so for the butter and cheese producers, but it has also had an indirect effect on this and other fluid milk markets by keeping up the value of milk going into the surplus classes, thus narrowing the spread between the fluid or Class I price and the surplus or Class II and III prices which, in turn, has helped bolster or hold the fluid price.

Butter production in April, according to the United States Department of Agriculture, was up 10,000,000 pounds or 8.38 percent in the United States over March but below April a year ago by nearly 2,000,000 pounds. Total production for 1937 (January-April), according to the report, was 454,108,900 pounds compared to 468,611,000 pounds during the same period of 1936. Storage stocks of butter in the ten leading markets of the United States on May 27 were 7,757,795 pounds compared to 9,313,043 pounds on the same day last year.

Although total butter production is down so far this year the production of American Cheese in the United States increased 1,500,000 pounds in April over April of last year and was up 5,500,000 pounds over this past March.

Dry Milk. The price of all types of dry milk in April showed some weakness and declined from three-tenths to one-half cent per pound from March and was lower than last year. This condition is due, no doubt, to the excessive stocks on hand and a fairly high production.

Condensed and evaporated milk prices showed the usual seasonal price decline but because the farmers supplying milk to the condensaries and evaporators have a spokesman to bargain for price and more or less supervise the produc

angle the producer and wholesale prices have remained relatively higher than might be expected, considering the fact that total stocks on hand were more than twice as large on May 1, 1937, as on May 1 last year.

●

Filled Milk People Stopped Again

Another attempt by the filled milk manufacturers to get around laws and regulations was nipped in the bud when their application for an injunction against the Evaporated Milk Association was dismissed by the Federal District Court of Chicago.

The bill of complaint against the evaporated milk people declared that the activities to obtain laws regulating filled milk and to compel enforcement of laws already in effect were interfering with the rights of the filled milk people. The Court, in its answer, states the activities of the Evaporated Milk Association to be not unlawful and to "amount to nothing more than the exercise of the right of defendants peaceably to assemble and petition the government for the redress of grievances, which right is protected by the Constitution of the United States."

The Court declared it to be the duty of every citizen to assist police and administrative officials in the enforcement of the law and, said the Court, "to restrain the citizens of the United States in the fulfillment of this duty would be against public policy and beyond the powers of this Court."

This follows closely upon the decision in the Dauphin County, Pa., Court, declaring Pennsylvania filled milk laws constitutional, thereby virtually prohibiting the sale of this spurious product in Pennsylvania. Had this unfair substitute been allowed to be sold unrestricted, it would have undermined the foundation of the entire dairy industry. This would have hit the evaporated milk people first, followed by the butter and cheese industries and, with those industries broken down, fluid milk prices would have followed suit.

"Isn't it a fact," asked the customer in the barber chair, "that very few men escape baldness?"

"Yes," replied the barber, "it's hair today and gone tomorrow."

Mix two parts judgment with one part energy and you have the Success recipe.

Tomorrow is a ready lender but a hard creditor.



For low-count milk that commands premium prices you must have *dependable* refrigeration. M & E Compressors, automatic, engineered especially for dairy farm refrigeration, for use with all cooling and storage equipment, have proved their dependability. They are protecting quality and profits, guarding against spoilage and waste, on modern farms everywhere.

They will bring you efficient, trouble-free, low-cost, mechanical refrigeration at its best. They will quickly earn their cost, on large or small farms. Write for catalog with complete information on electric and gasoline engine powered models for all purposes.

Upper Illustration: **M & E Compressor Model 725-MC. 2-cylinder, 1 h. p. motor.**

Lower Illustration: **M & E Compressor with gasoline engine drive for use where electricity is not available.**

SAVE 25% or MORE

M & E Compressors are sold direct from factory to local dealer, to user. This means substantial savings to you . . . savings that often make it both cheaper and better to buy new M & E units then to try to repair old compressors.

MERCHANT & EVANS COMPANY
Philadelphia, Pa., U.S.A. *Plant at Lancaster, Pa.*

Baldwin Wins Contest

The 1937 winner of the "Clean Milk Production Contest", staged annually by the Dairy Science Club of Pennsylvania State College was Howard Baldwin, Downingtown, Pa. In recognition of this achievement, the Inter-State Milk Producers' Cooperative awarded a medal, the presentation being made by Kenzie Bagshaw, Inter-State director from Blair County. The winner was announced and the award made at the Club's annual banquet held at the College on May 8.



ONE-WIRE KEEPS STOCK FROM CROPS

Now, after five years in successful use the One-Wire Electric Fence has proved its safety and dependability. Harmless sting of battery or power current keeps livestock where they belong. Amazing time, money and labor saver. Fencing costs cut to 8 cents a rod! 30-day trial.

USE ORDINARY WIRE AND THIS FENCER

Ordinary wire, barbed or smooth, and the One-Wire Fencer, are all you need. One strand on short stakes 50 ft. apart. One-fifth as much wire; no gates. Easily set up; quickly moved. One-Wire Fencer absolutely guaranteed for THREE YEARS. Types for every current. Send for VALUABLE fencing booklet FREE. Gives you new and useful facts and details, and explains generous 30-day trial. Send for this booklet—right now. **ONE-WIRE FENCE CO.,** B-122 Whitewater, Wis. Oldest established company — Distributors Invited.

30-DAY FREE TRIAL

Careful Cooling Reduces Rejections

Proposed By-Law Change

THE FOLLOWING amendment to the by-laws of the Inter-State Milk Producers' Cooperative has been suggested and, in compliance with the by-laws, notice of the proposed amendment is hereby given all members of the Inter-State Milk Producers' Cooperative.

This amendment is intended to clarify the right of the Cooperative to require that any buyer or receiver of milk from Cooperative members shall be required to pay the Cooperative in full for that milk, the Cooperative then paying the member; or the Cooperative may instruct the buyer of that milk to pay the member directly after first deducting the commission authorized in the Producer's Marketing Agreement.

This amendment will be brought up for adoption or rejection at the meeting of the Board of Directors to be held July 8, 1937.

The proposed amendment follows:

Article XI shall be amended to include the following section, which shall be known as "Section 9":

"Sec. 9. The Cooperative's right to collect direct from the purchaser the payment for all milk and cream covered by the producer's marketing agreement, to make a deduction therefrom as a commission and remit the balance to the producer-stockholder, or, at the Cooperative's option, to have a deduction as a commission made by the purchaser, and to authorize the purchaser to pay direct to the producer-stockholder money due the producer-stockholder for milk and cream, with the right to revoke such authorization, as provided by the producer's marketing agreement, shall be construed and considered as an assignment or transfer to the Cooperative of all of the producer-stockholder's rights in the proceeds of milk and cream covered by the producer's marketing agreement. The Cooperative, as assignee of the producer - stockholder's entire right, may enforce it (1) by collecting the entire amount, or (2) by collecting such portion of the entire amount as will cover the Cooperative's commission, or other deduction authorized by the producer-stockholder, and by authorizing and requiring the purchaser to discharge the balance [illegible] the Cooperative [illegible] to collect [illegible] thereof [illegible] the producer-[illegible] Cooperative [illegible] payment, [illegible] collected less the Cooperative's commission, or other deduction authorized by the producer-stockholder, shall be remitted by the Cooperative to the producer-stockholder. The Cooperative's right to collect pay[illegible] milk and cream [illegible] pro[illegible]

M. C. Bond,
Agr. Econ. Building,
Cornell University,
Ithaca, N. Y.

Changes to GULF LIVESTOCK SPRAY —gets 175 lbs. more milk a day!



C. E. GRIMES, Fredericksburg, Pa., says this: "My herd of 90 Holsteins and Guernseys used to average 2300 pounds of milk a day during the summer months. Since I started using Gulf Livestock Spray, it averages 2475 pounds.

"I recommend this spray as the best that money can buy. What I spend on it, I more than get back in milk."

To keep *your* herd unworried by flies—to keep milk production at peak of breed and feeding, use Gulf Livestock Spray.



NEVER CONTAMINATES MILK

"Gulf Livestock Spray will not contaminate exposed raw milk," states Martin J. Sheridan of Blossom Hill Farms, Lebanon, N. J. "This is an important factor, since we spray our cows when the men are milking." (Mr. Sheridan is a director of the Holstein Friesian Assoc. of America. His pure bred Holstein, "Nancy," shown above, gave 95 pounds of milk on March 31—three milkings.)



CUTS SPRAY BILL 20%

"Since I began using Gulf Livestock Spray two years ago," says H. L. Guth, "my spray bill is down 20%. With your spray, I find I can use less and still keep the flies away."

Gulf Livestock Spray kills flies, lice, ticks—repels stable and horn flies—keeps cattle contented and producing at maximum of breed and feeding. One spraying lasts all day.



ASTONISHING GARGLE TEST

Gulf Livestock Spray is actually so mild that it won't harm the sensitive membranes of your throat. It *can't* blister an animal or harm the hair. In fact, it improves the bloom of a cow's coat.

FREE! Farm and Ranch Bulletin, No. 1, of the Gulf Research and Development Company: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs and Cats." Write Gulf Petroleum Specialties, Pittsburgh, Pa.

NEW LOW PRICES—SAME HIGH QUALITY

Gallon can, $1.19
5 gallon usable pail, $4.95. Also 30 and 55 gallon drums.



LIVESTOCK SPRAY

...n writing Gulf Petroleum Specialties, please mention that you saw the advertisement in the Milk Producers' Review

INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., July, 1937 No. 3



REFRESHMENT

Direct Shippers Ask Changes

High Costs Bring Action

HIGH COSTS of production are causing considerable unrest in many parts of the Philadelphia milk shed and especially in the "direct ship" area. This situation has been intensified through the unusually low percentages of Class I sales that have been experienced this spring, resulting in a sharp reduction in the weighted average price. As a result a committee of leading producers representing direct shippers in Chester, Delaware, Montgomery and Bucks counties met at the Inter-State offices on June 10, and went into the subject from every angle. They asked the Inter-State to use every effort to help correct the situation they are facing.

The high cost of producing milk in nearby areas was discussed freely. Feed costs are very high and whether the new season will help this situation remains to be seen. The labor situation in nearby areas is especially acute with reliable help being attracted to industry with its higher wages and shorter hours. Taxes are especially high in areas close to the city.

Another expense encountered in nearby areas is the duplication and criss-cross of truck routes. This makes for high rates and, all too often, only mediocre service. In addition, many of these producers must haul their own milk to a loading platform on a main highway, sometimes a distance of three or four miles, adding even further to this expense which applies to all milk, regardless of class.

Attention was called to the need for a uniform interpretation and enforcement of present sanitary regulations but it was stated emphatically that no additional regulations are needed at present.

The need was also discussed for development of a plan which would encourage uniform production throughout the year and which would make it unnecessary to ship milk in the lower classifications.

The committee then drafted and sent to the Milk Control Commission the following resolution:

RESOLUTION

TO THE PENNSYLVANIA MILK CONTROL COMMISSION:

WHEREAS producers in nearby areas who ship their milk directly to the Philadelphia market have been compelled to suffer a reduction of ten cents (10¢) per hundredweight in the price of Class I milk as scheduled in Order 24 as amended, which reduction has been maintained in all subsequent orders, and

WHEREAS these producers are compelled under present Order A-I to take a drastic reduction in Class 2 price and must bear the expense of hauling this milk to market, frequently at unreasonable rates, and

WHEREAS the present feed and labor costs make it impossible for nearby producers to produce milk at a cost commensurate with pooled prices as now prevailing in this market, and

WHEREAS the lack of any plan to stabilize production and sales throughout the year makes it economically impossible for producers to reduce the proportion of milk sold in the lower classifications or for them to eliminate such sales entirely, and

WHEREAS by virtue of this price structure and of long established, though uneconomic, hauling practices, a discrepancy exists between the return to the producer at his farm for Class II milk delivered directly to city plant as compared to that delivered to receiving stations, now therefore

BE IT RESOLVED that Your Honorable Commission take immediate steps to correct these uneconomic and unjust conditions. We urge your special attention to—

(a) Establishing a Class II price f. o. b. Philadelphia which will equalize returns for this milk as between direct shipped milk and milk delivered to receiving stations in nearby territory.

(b) Making a thorough and complete investigation of milk trucking with a view toward recommending and, if possible, bringing about a re-routing of trucks so as to effect these economies.

(c) Cooperating with the Bureau of Milk Sanitation of the Pennsylvania Department of Health to obtain uniform interpretation and enforcement of present sanitary regulations.

(d) The immediate establishment of some plan to encourage uniform production.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of May, 1937:

Butterfat Tests	4588
Plants Investigated (first half May)	24
(second half May)	22
Calls on Members	800
Quality Improvement Calls	82
Herd Samples Tested	379
Brom-Thymol Tests	132
Microscopic Tests	75
Membership Solicitation Calls	571
New Members Signed	117
Educational Meetings	9
Attendance	409
Local Meetings	7
Attendance	319

Helping Us Help You

Call on us. It is our job to give all the help possible whenever any Cooperative member runs into milk marketing trouble.

You are urged to call on us whether the difficulty is loss of market, rejected milk, unsatisfactory test, a question of weights, high bacteria counts, trucking service, price, inspection, or any of the many other troubles which might affect the size of your milk check.

These services are available to every Inter-State member. It is impossible to know when each and every member might need help. Our field representatives will call on you whenever opportunity permits but don't save up your troubles until then. So, instead of going around asking you about conditions, we must depend upon each of you members notifying your nearest field representative, director or the main office.

If trouble develops tell our office what's up, or better still, tell the field representative or director in your territory. (Names and addresses on page 5.) Give the complete story, and do this as soon as trouble arises—or before it arises if you can see it coming. Armed with this information our men can usually put things right very quickly, thus preventing inconvenience or loss to you.

The Inter-State is your Cooperative—help it to help you by coming to its men when that help is needed.

Milk Hearing Held

New Order Raises Cream Price

THE PENNSYLVANIA Milk Control Commission held a state-wide hearing on prices of milk in all classes except Class I and on resale of certain special types of milk. This hearing was held at Harrisburg on June 16. The Inter-State was represented by President B. H. Welty who presented a brief for producers in the Philadelphia Milk Shed. He included, in his brief, the full resolution drawn up by a committee of "direct ship" producers from Delaware, Chester, Montgomery and Bucks Counties, which is carried in full on page 2.

In addition the brief stressed especially the reconsideration of Class II prices. In this connection he said, "We urge you to lay plans at once to increase the price of Class II milk as soon as the market again shows a price and supply situation which will justify such an increase. We caution you against delay in starting this study of the cream situation as it is essential to have the necessary information collected regularly and kept up-to-date in order that a new order covering Class II prices may be issued just as soon as the facts show that an increase is justified."

The attention of the Commission was called to the sharp variations in the supply of milk from season to season and the need for a plan to even out production. Mr. Welty told the Commission that, "We also feel strongly that a definite selling plan which will not only permit but encourage a uniform supply of milk throughout the year will also go far in reducing, in seasons of normally heavy production, the supply of milk that must be sold in the lower classifications. This would have the wholesome effect of increasing average price of all milk."

Class II Price Raised

New Control Commission orders were signed on June 24, effective July first, covering most areas in the state. The Class II price in Philadelphia was increased by 25 cents per hundred pounds, making it 5 cents higher than previous to June first and 25 cents higher than the June price. The formula for Class II milk in the Philadelphia area is now four times butter, plus 20 percent, plus 40 cents per hundred pounds of milk containing 4 percent butterfat.

Class II in the remainder of the state, except Pittsburgh, has been divided so as to restore Class IA, which is milk intended for fluid cream. Cream used for other purposes will still be Class II and will carry the same price schedule as during June. The price of Class IA has been set at $2.20 per hundred pounds of 4 percent milk, which is the same basis as previous to June 1.

The Commission discontinued setting the retail price of Vitamin D milk in all markets covered by the new orders and discontinued setting retail prices of certified milk in all areas except the Schuylkill, Scranton and Johnstown-Altoona areas.

The new prices in effect on milk intended for cream will substantially increase the weighted average price paid producers for July milk as compared to June. The orders did not change the Class I price in any area of the state.

Phillipine Independence Urged By Federation

Full and early independence of the Phillipine Islands has been urged by the National Cooperative Milk Producers' Federation as a measure of protection to dairymen of this country. This was urged before a committee on Phillipine affairs. It was requested that the present taxes on Phillipine coconut oil be maintained at the present level in order to protect the dairy industry of this country, it being pointed out that any repeal or reduction of this tax would benefit soap manufacturers rather than consumers.

With the Phillipines granted their independence a full tariff on all importations from the Phillipines would be made effective and would be subject to change only as the tariff schedule is changed or reciprocal trade agreements would offer concessions.

Drug and Variety Stores Push "Use More Milk" Campaign



One of Dairy Council's Milk Posters

DRUG STORES of the Philadelphia area and the 5 and 10 cent Stores are cooperating with the National Association of Chain Drug Stores in a "More Milk" campaign which this month has put Dairy Council posters in 1,083 drug store windows in this vicinity. Some of these stores, according to size, are using as many as fifteen such posters.

The campaign has been initiated by the Limited Price Variety Stores Association and the National Association of Chain Drug Stores.

Our Philadelphia Dairy Council, in addition to supplying the posters for the entire local campaign, has sold around 35,000 posters for use in other parts of the country.

The campaign which began in June is to be carried into July. It is, perhaps, the largest poster campaign to be undertaken by any group of organizations outside of the Dairy Council itself.

When it is realized that practically all of the large chains are participating, the value of this to the dairy industry can readily be seen. It is a type of cooperation which the dairy farmer will appreciate because he can feel that the public's best interest, as well as his own, is being served when "More Milk" is preached through the drug stores and their thousands of lunch counters.

The poster reproduced above is one of those supplied for the campaign by the Philadelphia Dairy Council.

Without faith, there is failure.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

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Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Careful Cooling and Clean, Sterile Utensils Are Good Insurance Against Milk Rejections.

Dairy Federation Meets In Baltimore

Producers in the Philadelphia Milk Shed will find it convenient to attend the twenty-first annual convention of the National Cooperative Milk Producers' Federation. This meeting will be held in Baltimore, Maryland, November 1-3, 1937. The Maryland Cooperative Milk Producers, Inc., will be hosts to the convention and assisting that organization will be our own Inter-State and also the Maryland and Virginia Milk Producers' Association of Washington, D. C.

This Federation has a membership of 55 organizations marketing the products of approximately 350,000 dairy farmers, located in 41 states. It is the largest and oldest commodity federation of farmer-owned associations in America.

A complete program for the Federation's convention will be announced in advance.

●

First Year Nears Close

Our Cooperative will complete its first fiscal year on August 31. As the first marketing agreements were accepted on October first, this will represent only eleven months' active work in the first annual report.

With the completion of this year's work will come the task of preparing reports of the activities of the Cooperative which will be presented to the membership at their local meetings during the fall. This change in the plan, as compared with the old Association, will enable the membership to judge the work of the Cooperative, its officers and employees before taking any action at their local meetings.

The terms of seven directors expire with the annual delegate's meeting of the Cooperative in November. Elections to fill the vacancies thus created will be held in the respective districts, sometime, at least a week, before the annual meeting. The districts in which the directors' terms expire, together with the names of the present directors from those districts follow: 5 (E), J. W. Keith; 8 (H), J. Garfield Matthews; 10 (K), Ralph E. Bower; 13 (N), H. B. Stewart; 19 (U), John Carvel Sutton; 21 (X), Alva Shuss; and 23 (Z), Chas. R. Hires, Jr.

●

"Use Milk" Drive Now On

A month ago we announced that the chain drug stores were sponsoring an immense milk promotion program to extend from June 10 to July 10. They are pushing the use of milk, milk drinks and other dairy products at their soda fountains and apparently with considerable success.

In addition to drug stores, both chain and individual, the limited price variety stores, of which "five and tens" are conspicuous examples, have joined in the program and are pushing the use of milk at their soda fountains and lunch counters.

It is our hope that we will have a complete report of this promotional campaign for the August issue of the REVIEW.

●

Milk at the Coronation

Aside from the pomp and splendor of the coronation of King George VI early in May, one detail of the event should be of interest to all dairymen. On that day 40,000 school children lined the streets over which the parade traveled and 150,000 cartons of milk were supplied to these children during the course of the day.

This extra food is credited with greatly reducing the number of cases of fainting and collapse. We are curious as to who supplied this milk and, whoever it was, they are to be congratulated for doing these children a service as well as giving the use of milk a real boost.

●

Board Meets July 15

The announcement which appeared on page 16 of the June issue of the REVIEW, concerning a proposed change in the by-laws of the Cooperative, stated that this proposal would be brought up for action at the Board of Directors meeting on July 8. It was felt best to change the next Board meeting to July 15 and, therefore, action on this proposed by-law change will be taken on that date instead of July 8.

Chains Move Surpluses

A booklet "Practical Farm Relief", just issued by the National Association of Food Chains, describes how the chain grocery stores have successfully coped with surpluses of several different agricultural products. Special attention is called to the nation-wide domestic beef sale carried on by stores in August, 1936. Marketings of beef cattle were unusually heavy that month and only through this nation-wide effort of all concerned was the supply moved without breaking the market.

Other food products which have had dangerous surpluses removed by similar methods were California canned peaches, dried fruits, turkeys, grapefruit and lamb. A gratifying feature of these special sales was that prices were maintained at the regular level and the extra movement of the products was obtained through sales effort without price cutting.

This indicates the dawn of a new day in agricultural marketing. In almost every case where these surpluses have been removed it has been done through the cooperation of some agricultural cooperative with chain store groups.

It is probable that this program will have a wholesome effect on relationships between agricultural groups and the large chain store interests, which will go far to overcome past antagonisms. The future of this trend will depend upon the results obtained and the sincerity shown by all parties involved.

●

Correction:

A suggestion from a member was carried in the June issue of the REVIEW that the Control Commission be asked to issue an order that no producer who uses oleomargarine in his home shall receive higher than Class II for any of his milk.

Now comes another member who suggests that this price would be too high. He says that the price to all such producers shall be determined by the following formula: Average price of 92-score New York butter, times butterfat content, less 33 cents per 100 pounds of milk. For example, if butter is 30 cents a pound, the price of 100 pounds of 3.5% milk would be $.30 x 3½ = $1.05; $1.05—$.33 = $.72, which appears to be about the value such people put on their own milk.

When the one great Scorer comes to write against our name, he writes not that we won or lost, but how we played the game.

Grimes Named Show Director

The appointment of M. J. Grimes, Catawissa, Cumberland County, as Director of the Pennsylvania Farm Show, has just been announced. Mr. Grimes succeeds Howard G. Eisaman who resigned that position to accept the chairmanship of the Pennsylvania Milk Control Commission.

Mr. Grimes was nominated by the Farm Show Commission and was supported by many farm groups. He is a former cattle breeder and, for a number of years, has been manager of the cattle department of the Bloomsburg Fair.

●

Appeal Control Orders

Appeals from the Pennsylvania Milk Control Commission orders were taken by fifty milk dealers in the Schuylkill County, Harrisburg and York marketing areas. The appeal was entered by Willis F. Daniels, attorney for the Pennsylvania Milk Dealers' Association and former deputy attorney general assigned to the Control Board.

The dealers contend that the operating spread allowed in the latest order is insufficient to net a fair profit. The Schuylkill County area price is set at $2.76 for 3.5% milk with a 13-cent retail price, the Harrisburg area, $2.65 with 12-cent retail and York, $2.38 with 11-cent retail. The order, in each case, specified that Grade B milk testing over 4 percent shall retail 1 cent higher than those prices.

●

Clyde L. King

Dr. Clyde L. King, a national figure in dairy marketing circles died suddenly on Monday, June 21. His death occurred at his home in Westtown, Chester County, Pennsylvania.

Dr. King first gained prominence in dairy circles when he was appointed chairman of the Governor's Tri-State Milk Commission, which position he held from 1916 to 1918. From 1918 to 1919 he was Milk Commissioner for the eastern states for the United States Food Administration. During the following fourteen years he served on numerous committees and commissions of interest to agriculture. When the Agricultural Adjustment Administration was established in 1933, Dr. King served as the first Chief of the Dairy Section. In addition, he served as Secretary of the Commonwealth during Governor Pinchot's first term and Secretary of Revenue and chairman of the Public Service Commission during parts of Pinchot's second term. Since 1920 Dr. King has been a professor of political economy in the Wharton School, University of Pennsylvania.

Always firm in his convictions, Dr. King stood squarely for what he considered right and fought fearlessly what he considered wrong. Producers in this and several other markets know him for the numerous times he was called upon to arbitrate price disputes between producers and buyers and in which he was often criticized severely when his decisions, though perhaps correct from an economic viewpoint, were unpopular with producers or the public generally.

Dr. King was 58 years old at the time of his death and is survived by his wife, Irene Marschall King, and an adopted daughter, Gertrude King.

●

Court Decision Reversed Boston Order Re-instated

The decision by the Federal district court that the marketing agreement sections of the AAA were unconstitutional because other parts of the Act were declared unconstitutional by the Supreme Court, was reversed in an unanimous opinion handed down by the United States Circuit Court of Appeals on June 16.

As a result of that District Court decision in July, 1936, the Boston milk order was cancelled on August 1, and since that time the market has broken wide open and producers have generally been compelled to take drastically reduced prices for their milk.

With the passing by Congress of the marketing agreement provisions and its signing by President Roosevelt on June 3, hearings had been scheduled in the Boston area as a preliminary to a new order. With this latest court decision those hearings were cancelled and the old marketing order promptly re-instated.

New hearings have been called on prices to be paid producers and these will become effective on August 1 according to the findings of the hearings.

This decision clears the way for marketing orders as it leaves their legality unquestioned unless a case is carried to the Supreme Court.

Smith: "Have you noticed how a woman lowers her voice whenever she asks for anything?"

Jones: "Oh, yes. But have you noticed how she raises it if she doesn't get it?"

When writing to REVIEW advertisers please mention that you saw the advertisement in the REVIEW.

Appoint 4-H Club Leader

The appointment of Dr. Howard W. Beers as acting state leader of agricultural 4-H club work in New Jersey was announced early in June by Prof. H. J. Baker, extension service director. The appointment was effective immediately.

Dr. Beers, who since February, 1936, has served as rural sociologist for the Extension Service and as associate professor of rural sociology in the College of Agriculture, will direct agricultural 4-H club work formerly supervised by the late Arthur M. Hulbert.

●

Dealers Fight Bonding Provision of Control Law

A suit filed in the names of Ryder's Dairy and Harrisburg Dairies, both of Harrisburg, will test the constitutionality of the bonding provision of the new milk control act. The act requires dealers to furnish bond in an amount equal to the largest full month's purchases of milk at legal prices in the preceding year. This provision was fought by the dealers' organization while the milk control bill was before the legislature.

Teacher in Geography class: "Where is Detroit?"

Young Ike: "In Chicago playing the White Sox."

Inter-State Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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Secondary Markets

TRENTON

More work is being done in the Trenton market on milk temperatures. This includes work with milk haulers, many of whom have not given milk proper protection after picking it up at the farm.

All members are placed with regular dealers in the Trenton area and a few dealers are looking for additional milk.

Membership work, although it has slowed up during the spring months, is progressing steadily and a good feeling toward the Inter-State is evident throughout the area.

WILMINGTON

Milk returned because of flavors and odors has been checked and, with few exceptions, the trouble was traced down. The most frequent cause was keeping the cows on pasture too close to milking time. Several producers were also given help on the cooling and handling of milk in order to reduce bacteria counts.

The market is in good shape with all producers regularly placed with buyers. Several buyers are looking around for additional dairies so as to fortify themselves against any shortage next fall.

With a few minor exceptions, the prices paid by all dealers are uniform and according to schedule.

Several producers who did not join the Cooperative or who withdrew because of temporary inability to meet sanitary regulations have recently complied with these requirements and have signed membership agreements.

SOUTH JERSEY

Difficulty experienced through Newark Board of Health inspections was largely ironed out through a tour of farms made by the market manager and representatives of the New Jersey and Newark Boards of Health and of the dairy companies. Producers who were dropped have been reinstated or have been assured of re-instatement when requirements are met.

Three producers, dropped for other than sanitary reasons, were taken care of and at present all members, as far as known, are placed on regular markets.

One South Jersey distributor and the American Guernsey Cattle Club are cooperating with the South Jersey Committee on the WPG broadcast at 3:30 p. m. weekdays. A successful meeting of the Burlington County Local was held, featured by talks by F. P. Willits, Jr., Frederick Shangle and Herbert Borden, market manager. Entertainment, including slight-of-hand by Dudley Winter, field representative, and refreshments added to the meeting which was also attended by several women.

Checking on weights and tests, taking care of rejected milk troubles, and membership work were carried on as usual. The market manager will occupy a new office in the Gloucester County Agricultural Cooperative Building, Glassboro, early in July.

ALTOONA

All the producers in the Altoona area have regular outlets for their milk due to the efforts of the marketing committee operating in that section. It was necessary, in a few instances, to find special outlets

(Please turn to page 15)

Supplementary Notes To Price Table on Page 7

* Order A-1 by Pennsylvania Milk Control Commission quotes price for June on milk containing 4 percent of butterfat, all prices quoted here have been adjusted to a basis of 3.5 percent butterfat.

|| Prices quoted in this column apply to Class II milk delivered June 2-30, inclusive, at Pennsylvania points named, entire month at other points. Class II price for June 1 is 21 cents higher at Pennsylvania points

‡ Class IA (Cream) price of $2.00 applies to Altoona and Reading markets during May.

** Price applies last half of May.

† May only.

x June Class I price, $2.65.

z June Class I price, $2.52.

The May average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The June Class III price in Pennsylvania as set by the Control Commission is $1.18 per 100 pounds of 3.5 percent milk ($1.33 for 4 percent milk) f. o. b. dealer's plant or receiving station. Class III price for June in Maryland, Delaware and West Virginia is $1.08 for 3.5 percent milk.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Classification Percentages—May, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	*Class I*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	57.9	39.3	2.8	74.9 of Class I
Baldwin (A)	62	38	....	
(B)	68	10	22	
Blue Hen	70	30	....	
Breuninger	76	13	11	73% of Production
Clover (Wilmington)	63.79	12.21	24	
Delchester	65.5	34.5	....	
Engel	78	22	....	
Fraims	68	15	17	
Gross	85	15	....	
Hamilton	80	20	....	
Harbison	71	14	15	67% of Production
Hernig	38	62	....	
Highland Dairy	80	20	....	
Hoffman	40	60	....	
Martin Century	83.8	16.2	....	83.8% of Production
Missimer	86	14	....	
Scott-Powell	58	39	3	57% of Production
Supplee-Wills-Jones	59.92	40.08	....	48% of Production
Sypherd	68	32	....	
Turner & Wescott	42	58	....	
Waple	69.4	7.5	23.1	
Wawa	64	21	15	

NEW JERSEY

	Norm		*Cream*		*Excess*
Abbotts (A)	100	of norm	.....		Balance
(B)	78	of norm	22	of norm	Balance
Castanea (A)	76	of norm	24	of norm	
			9	of excess	Balance
(B)	77	of norm	23	of norm	
			9	of excess	Balance
Scott-Powell	100	of norm	.....		Balance
Suburban (A)	75.6	of norm	24.4	of norm	Balance
(B)	93.9	of norm	6.1	of norm	Balance
Supplee	100	of norm	.....		Balance

Prices *3.5% Grade "B" Milk

May Averages and May and June Schedules. (Explanatory Notes on Page 6, Col. 3.)

Dealer	Delivery Point	Mile Zone	Average Price Paid in May	Class I Price May & June	Class II Price May	Class II Price ‖June
Hoffman's Dairy	Altoona, Pa.	f.o.b.	**$2.20**	‡$2.88	$1.71	$1.44
Supplee-Wills-Jones	Bedford, Pa.	251–270	**2.08**	2.37	1.64	1.37
Peter Hernig	Boiling Springs, Pa.	126–140	**1.97**	2.48	1.66	1.39
Harbisons	Brandtsville, Pa.	126–140	**2.23**	2.52	1.66	1.39
Harbisons	Byers, Pa.	25– 40	**2.23**	2.52	1.66	1.39
Harbisons	Carlisle, Pa.	126–140	**2.23**	2.52	1.66	1.39
Harbisons	Centerville, Md.	81–120	**2.13**	2.48	1.43	1.38
Supplee-Wills-Jones	Chambersburg, Pa.	141–200	**2.13**	2.45	1.65	1.38
Highland Dairy	Chester, Pa.	f.o.b.	**2.55**	2.88	1.71	1.44
Miller-Flounders	Chester, Pa.	f.o.b.	**2.55**	2.88	1.71	1.44
Supplee-Wills-Jones	Chestertown, Md.	81–120	**2.06**	2.48	1.43	1.38
Scott-Powell	Clayton, Del.	41– 80	**2.04**	2.50	1.43	1.38
Abbotts	Coudersport, Pa.	271–400	**2.00**	2.28	1.63	1.36
Abbotts	Curryville, Pa.	251–270	**2.05**	2.37	1.64	1.37
Scott-Powell	Dagsboro, Del.	126–140	**1.98**	2.40	1.43	1.38
Highland Dairy	Doe Run, Pa.	f.o.b.	**2.42**	x2.88	1.71	1.44
Supplee-Wills-Jones	Duncannon, Pa.	121–125	**2.17**	2.52	1.66	1.39
Abbotts	Easton, Md.	81–120	**2.02**	2.46	1.43	1.38
Delchester Farms	Edgemont, Pa.	f.o.b.	**2.48**	2.88	1.71	1.44
Turner & Wescott	Glenroy, Pa.	41– 80	**2.04**	2.55	1.67	1.40
Abbotts	Goshen, Pa.	41– 80	**2.16**	2.53	1.66	1.39
Supplee-Wills-Jones	Hagerstown, Md.	141–200	**2.01**	2.39	1.43	1.38
Supplee-Wills-Jones	Harrington, Del.	81–120	**2.06**	2.48	1.43	1.38
Supplee-Wills-Jones	Huntingdon, Pa.	201–250	**2.12**	2.43	1.65	1.38
	Huntingdon, Pa.	f.o.b.		x2.38	1.71	1.44
Harbisons	Hurlock, Md.	126–140	**2.12**	2.46	1.43	1.38
Abbotts	Kelton, Pa.	41– 80	**2.17**	2.55	1.67	1.40
Abbotts	Kempton, Pa.	81–120	**2.15**	2.52	1.66	1.39
Supplee-Wills-Jones	Kennedeyville, Md.	41– 80	**2.06**	2.48	1.43	1.38
Harbisons	Kimberton, Pa.	25– 40	**2.23**	2.52	1.66	1.39
Martin Century	Lansdale, Pa.	f.o.b.	**2.55**	2.88	1.71	1.44
Supplee-Wills-Jones	Leaman Place, Pa.	41– 80	**2.21**	2.57	1.67	1.40
Supplee-Wills-Jones	Lewistown, Pa.	141–200	**2.13**	2.45	1.65	1.38
Sypherd Dairies	Lyndell, Pa.	25– 40	**2.22**	z2.48	1.66	1.39
Harbisons	Massey, Md.	41– 80	**2.13**	2.48	1.43	1.38
Supplee-Wills-Jones	Mercersburg, Pa.	141–200	**2.13**	2.45	1.65	1.38
Harbisons	Millville, Pa.	141–200	**2.14**	2.40	1.65	1.38
Supplee-Wills-Jones	Moorefield, W. Va.	271–400	**1.78**	†2.14	1.43	1.38
Supplee-Wills-Jones	Mt. Pleasant, Del.	41– 80	**2.06**	2.48	1.43	1.38
Supplee-Wills-Jones	Nassau, Del.	126–140	**2.04**	2.45	1.43	1.38
Scott-Powell	New Holland, Pa.	41– 80	**2.18**	2.56	1.67	1.40
Abbotts	Oxford, Pa.	41– 80	**2.17**	2.55	1.67	1.40
Abbotts	Philadelphia, Pa.	f.o.b.	**2.38**			
Baldwin Dairies	Philadelphia, Pa.	f.o.b.	**2.43**			
Breuninger Dairies	Philadelphia, Pa.	f.o.b.	**2.56**			
Wm. Engel Dairies	Philadelphia, Pa.	f.o.b.	**2.62**			
Chas. Gross	Philadelphia, Pa.	f.o.b.	**2.70**	2.88	1.71	1.44
Hamilton Dairies	Philadelphia, Pa.	f.o.b.	****2.65**			
Hutt & Kempf	Philadelphia, Pa.	f.o.b.	****2.40**			
Missimer Dairies	Philadelphia, Pa.	f.o.b.	**2.72**			
Scott-Powell	Philadelphia, Pa.	f.o.b.	**2.38**			
Supplee-Wills-Jones	Philadelphia, Pa.	f.o.b.	**2.41**			
Abbotts	Port Allegany, Pa.	271–400	**2.00**	2.28	1.63	1.36
Scott-Powell	Pottstown, Pa.	41– 80	**2.21**	2.61	1.67	1.40
Supplee-Wills-Jones	Princess Anne, Md.	126–140	**1.99**	†2.37	1.43	1.38
Abbotts	Providence, Md.	41– 80	**2.04**	2.49	1.43	1.38
	Reading, Pa.	f.o.b.		x‡2.88	1.71	1.44
Supplee-Wills-Jones	Red Hill, Pa.	41– 80	**2.21**	2.57	1.67	1.40
Breuninger Dairies	Richlandtown, Pa.	41– 80	**2.25**	z2.48	1.66	1.39
Sheffield Farms Co.	Rising Sun, Md.	f.o.b.	**2.08**	($2.08 for all milk in May)		
Harbisons	Rushland, Pa.	25– 40	**2.23**	2.52	1.66	1.39
Scott-Powell	Snow Hill, Md.	141–200	**1.95**	2.34	1.43	1.38
Abbotts	Spring Creek, Pa.	401–430	**1.97**	2.24	1.62	1.35
Harbisons	Sudlersville, Md.	41– 80	**2.13**	2.48	1.43	1.38
Supplee-Wills-Jones	Townsend, Del.	41– 80	**2.06**	2.48	1.43	1.38
Waple Dairies	Tyrone, Pa.	f.o.b.	**2.09**	x2.38	1.71	1.44
Wawa Dairies	Wawa, Pa.	f.o.b.	**2.21**	2.88	1.71	1.44
Supplee-Wills-Jones	Waynesboro, Pa.	141–200	**2.13**	2.45	1.65	1.38
Blue Hen Farms	Wilmington, Del.	f.o.b.	**2.37**	2.67	1.68	1.63
Clover Dairies	Wilmington, Del.	f.o.b.	**2.24**	2.67	1.68	1.63
Fraims Dairies	Wilmington, Del.	f.o.b.	**2.30**	2.67	1.68	1.63
Supplee-Wills-Jones	Zieglerville, Pa.	25– 40	**2.21**	2.57	1.67	1.40

"Hostels" Come To America

Dairy Council Asked For Assistance

FROM NOW on we are all going to be hearing a great deal about "Youth Hostels", a new facility for inexpensive travel for young people "from 4 to 84" who like travel and the out-of-doors. The idea has been borrowed from Europe where for some years, through the Hostel plan, the youth have been enabled to explore not only their own countries but to visit other countries as well.

A Hostel serves as an over-night stopping place along trails for hikers, cyclists or riders, available at an inexpensive rate. It offers separate sleeping rooms for boys and girls, a common kitchen and dining room. The Hostel "parents" frequently are the carefully selected farmer and his wife who own the farm which may serve as Hostel.

There are now 4,000 Youth Hostels in eighteen different countries. In the United States one of the major Hostel trails leads through the Appalachian Mountains. Pennsylvania has recently seen the opening of "The Horse Shoe Trail" initiated by the Horse Shoe Trail Club, now under the direct supervision of the American Youth Hostel Association.

Request Nutrition Advice

For farmers, this Hostel movement is of interest for several reasons. It is opening a new door for economical travel opportunities to our own rural young people and in a wholesome form which stimulates a new appreciation for the country-side. Furthermore, our local Philadelphia Dairy Council has recently been brought into the picture in an interesting way, by being asked to cooperate with the American Youth Hostel Association in working out food problems along the Horse Shoe Trail. A nutrition member of their staff was assigned to work with the Association and, as a beginning point, took an actual trip along the Trail to observe the existing situation and possible means of assisting in the problem of adequate meals for hostel-ers with a minimum of money and equipment.

As an outcome, the Dairy Council has prepared suggestions for planning adequate meals under such circumstances, including marketing and out-door cooking, all of which have been incorporated in the newly published Handbook of the American Youth Hostel Association, to be used by those following the Trails.

After careful investigation by the Association, arrangements are made with a farm family who happen to be located along one of the Trails to lodge the travellers for 25 cents per night each, with an additional 5-cent charge if fuel is used. Many of these so-called hostels have or are building out-door fireplaces, over which the hikers do their own cooking. The hardier of the travelers who may prefer the trail in winter can secure the use of indoor cooking facilities.

The source of food varies at different parts of the trail; usually however, fresh vegetables and milk can be procured from the particular farm listed as "a hostel".

Not only has the Dairy Council welcomed the opportunity to be useful to this new movement which is of such great potential value to the youth of the country, but it has provided a new avenue of presenting the subject of right food to urban young people.

The Dairy Council is now in the process of assembling material to be used in schools in its territory as a slide talk on the Hostel movement, so new to the United States. This talk will point out the great care which is being put into the matter of adequately planned meals because it is recognized by seasoned hostel-ers as being so essential to those who require the maximum in energy from their bodies, particularly for the strenuous work of covering the long miles of one of these trails.

Photo Contest For Members

Cash Paid For Best Pictures

HERE IS A chance for Inter-State members, or members of Inter-State families, to earn a few extra dollars. The REVIEW will pay $5.00 for every picture submitted by a member and which is considered suitable for use on the cover of the REVIEW. One dollar will be paid for each picture possessing sufficient quality and interest to be used in any other part of the publication.

We are doing this because Inter-State members have commented so favorably upon the improved appearance of the REVIEW since pictures have been used more freely. The cover pictures have been bought from commercial photographers but we would much rather use pictures taken by our own members.

The size of the picture is not nearly as important as its quality. Remember that no picture reproduces quite as sharply as the original and therefore all outlines of the central objects in the picture must be clear and sharp. In addition, some sharpness of detail is always lost in making enlargements.

"Human interest" pictures are preferred, especially if they show some phase of farm life. Group pictures usually lack a center of interest and, therefore, must be unusual to be acceptable. As a rule, the less a picture looks as though it were posed the better its chances of winning. These suggestions are for your guidance. We assure you that every picture, regardless of its subject, will be judged on its merits and its suitability for use in the REVIEW.

In sending pictures we urge that they be wrapped, or placed in an envelope, together with a piece of heavy cardboard or corrugated board a little larger than the picture. This will help prevent damage. Tell where the picture was taken, who is shown in it—and, of course, your own name and address in full. Remember, the contest is open to all Inter-State members or members of their immediate families. If the Inter-State membership is in the name of another member of the family, tell us so we can establish your eligibility. Unused pictures will be returned. Mail the pictures to MILK PRODUCERS REVIEW, 401 N. Broad St., Philadelphia.

Help Us Find Them

Do you know any member of the Inter-State Milk Producers' Association who has not redeemed his stock in that organization? Several thousand stock certificates in the old Association are still outstanding in spite of letters sent to those members telling them that the stock would be redeemed at par value of $2.50 per share.

This is available even though the stock certificate may be lost, provided the proper form is filled out. Copies of such forms can be obtained from the Association.

Stock certificates should be properly signed and witnessed when offered for redemption. Address all correspondence to Inter-State Milk Producers' Association, 401 N. Broad St., Philadelphia.



Pennsylvania's delegation to the National 4-H Club camp, held in the shadow of the Washington monument at Washington, D. C., included this year two "Inter-State" folks. They are William Satterthwaite, Bucks County, and Betty Whittaker, Huntingdon County. Shown in the picture from left to right are Nellie Clogston, state leader; William Satterthwaite; Betty Whittaker; Marion Bennage, Union County; John F. Fogel, Northampton County; and Allen L. Baker, state leader.

Co-Op Promotes 4-H Work

MEMBERS OF 4-H dairy clubs in many parts of Inter-State territory are now studying the essential rules to follow in producing milk of top quality as judged by cleanliness, purity and flavor. These boys are planning demonstrations which will show just what to do to obtain these results. Two boys constitute a demonstration team, the boys alternating in the actual work and the oral directions accompanying that work.

The Inter-State is cooperating with the 4-H club departments of the extension service in Pennsylvania, Maryland, and Delaware in promoting this project. In Pennsylvania your Cooperative is sharing the cost of sending the state champion demonstration team to the National Dairy Exposition at Columbus, Ohio, October 9-16.

The plans in Delaware and Maryland call for assistance to the various demonstration teams which participate in the district and state contests. New Jersey, which does not foster demonstration contests will receive direct help at 4-H dairy club meetings.

The boys (and girls) who take part in these demonstrations will receive valuable training in clean milk production. Of equal importance, they will learn how to appear before the public, speaking and emphasizing their talks with action. They will be an influence in a general improvement in the care of milk, care which will usually be simple and inexpensive, yet thoroughly practical.

Perhaps many Inter-State members will see these demonstration teams in action. There will be state contests, with county and district contests also in some instances. In addition, some of these teams will put on demonstrations at local meetings next fall or winter.

We urge all Inter-State members to give every encouragement to this 4-H dairy work. If there is no demonstration team, or no 4-H dairy club, in your community, plan now to arouse interest in one for next year.

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New Dairy Books

"Economic Analysis of Bargaining Problems of Milk Cooperatives" is the title of a new bulletin published by the Farm Credit Administration. T. G. Stitts and Wm. C. Welden are the authors. It gives a comprehensive outline of problems that are faced by milk marketing cooperatives and describes how some of these have been met by various cooperative associations.

"Western Cream for Eastern Markets" is the title of a research report prepared by Dr. Leland Spencer of Cornell University and issued by the Farm Credit Administration. This report discusses the requirements set up in various eastern markets, the movement of cream from various sections into those markets, the types of plants which supply this cream, and comparative prices paid. The author predicts stronger competition as sanitary requirements are met in western cream-producing sections.

"A Study of Fluid Milk Prices" is the title of a recent book by John M. Cassels, Assistant Professor of Economics at Harvard University. This book covers, in considerable detail, the economic problems encountered in marketing milk and analyzes the results of extensive studies made in several of the larger milk markets of the country. It goes into the retail demand for milk, sources of supply, selling plans, dealers' margins, cash-and-carry differentials, transportation rates and relationship of milk prices to prices of other farm products.

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Interference Deplored

Senator George F. Rogers, co-author of the Rogers-Allen bill recently passed by the New York legislature and one of the principle speakers at the recent annual meeting of the Dairymen's League, offered some sound advice to both milk dealers and producers. He especially urged farmers to organize as the best way of working out their own problems.

As for dealers he said, in part, "I do not believe that the general run of milk dealers are as bad as pictured. There are all kinds, good and bad. The good suffer with the bad. If milk dealers are going to get back the public good will they must make a job of it.

"They can do that by making an honest effort to have the Rogers-Allen law work successfully. Some dealers are beginning to set up their agencies to work with the producers' agencies. However, I am told some dealers are secretly laying plans to block the success of this measure. This is a minority group in and around New York City."

Senator Rogers declared that if he is shown that dealers endeavor to thwart the law he will introduce a bill at the next session making it a criminal act for milk dealers to try to prevent farmers from organizing. No one stops business from organizing, he said, listing chambers of commerce, trade associations, etc., and added that the Wagner Labor Act has taught some employers that they cannot interfere with labor organizing. "It is high time to protect farmers in the same manner," he said.

Milk is a valuable safeguard against lead poisoning and workers who might be exposed to this "industrial disease" are being urged to drink milk frequently during the day. Such workers include those employed in lead mines, smelters, the manufacture of lead pigments and storage battery plates.

Consider the postage stamp. Its success lies in the fact that it sticks to one thing until it gets there.

Co-Op Institute Draws Crowd

Puts Spotlight On Plans and Policies

AGRICULTURAL cooperators took annual inventory this month of the trends and developments affecting their two billion dollar business.

From 37 states and Canada more than 1,200 leaders and participants in farmers' merchandising enterprises met at Iowa State College for the thirteenth annual session of the American Institute of Cooperation. Their objectives were:

1. An appraisal of the present factors affecting cooperatives.

2. An analysis of the present scope of cooperative services.

3. A charting of most effective means of adapting services to current trends.

Cooperative executives, nationally-known economists, marketing specialists, and government officials were included among the 100 speakers on the program of 54 general sessions and commodity group conferences. Discussions ranged from production curves and governmental control to changing market outlets and consumer demand.

Controversial Issues

Many controversial issues, upon which the Institute takes no stand, enlivened the meetings. Among these were the desirability and effect of state and federal regulatory devices; the relationship between the producers' and consumers' cooperative movements; the responsibility of public education to cooperative development; and the type of cooperative best fitted to serve the several commodity groups, such as livestock and dairying.

As to the future of the agricultural cooperative movement, two significant long-range viewpoints were expressed. Both were concerned with the relationship between cooperative activity and the industry-wide programs of national control.

"The extent to which governmental devices to regulate agriculture will finally prove hindrances or helps may depend largely upon the manner in which farmers' cooperatives develop their own policies in relation to their utilization," was the opinion voiced by Charles W. Holman, secretary of the Institute and of the National Cooperative Milk Producers' Federation.

Under present conditions, he stated, the world-wide trend toward autocracy of government may result in an entire readjustment of the direction of activities of many of our cooperative enterprises. This process must necessarily take into account the essentially new set of problems arising out of the new activities of government.

E. G. Nourse, director of the Institute of Economics, drew attention to another phase of the problem. He asked:

"Would not a price policy designed to maximize the purchasing power of the masses induce a more favorable trend of cooperative development than the present emphasis on supply restriction as a means of unit price enhancement?"

Price Policies

"The price process is not a one-way street. Quite as often as not, the economically 'better price' is the price which is lower; the price which more people can afford to pay; but a price which is still remunerative to the producer because he has taken full advantage of new economies or efficiency—the price, in a word, which registers the constant advance of a nation which prides itself on its Yankee ingenuity; its democratic vigor."

Many of the misunderstandings of the cooperative movement, it was pointed out by F. W. Peck, University of Minnesota extension director, arise from variety of concepts as to its character.

"Some," he said, "consider it a way of doing business; an opportunity for increased economic return. Others speak of cooperation in terms of ideals; of the philosophy of the greatest good to the greatest number. Others go still further and consider that the movement has its primary motivation in a rather complete change in the attitude of the individuals concerned."

National Attitude

Belief that the national agricultural policies are sound and will produce the desired results over a period of years was voiced by Leon Chapin, secretary of the New York Dairymen's League Cooperative Association, Inc.

The advantages of federal assistance in fluid milk marketing outweigh the disadvantages, it was stated by E. W. Tiedeman, president of the St. Louis Sanitary Milk Producers Association; while increased state control was predicted by H. B. Steele, secretary of the Pittsburgh Dairymen's Cooperative Sales Association.

Current trends in fluid milk marketing were charted by B. B. Derrick, secretary-treasurer of the Maryland-Virginia Milk Producers' Association, on the basis of questionnaires returned by major markets east of the Rockies. These he found to be:

1. An increase in fluid consumption.

2. A decrease in the number of producer-distributors.

3. A two-way indeterminant trend to and from store sales, governed by local conditions.

Milk control, according to H. B. Steele, secretary, Dairymen's Cooperative Sales Association, Pittsburgh, has transferred milk bargaining from the conference room to public hearings where representatives of the consumers join with cooperatives and buyers in resolving conflicting interests.

Lauterbach Talks

"The objective of every cooperative must be a price that will establish and preserve a sound market condition," declared A. H. Lauterbach, general manager, Inter-State Milk Producers' Cooperative, Philadelphia, Pa. He discussed membership services, the need for uniform production, reliable market information, education of the members, milk control and the desirability for cultivating the interest of the younger generation to carry on."

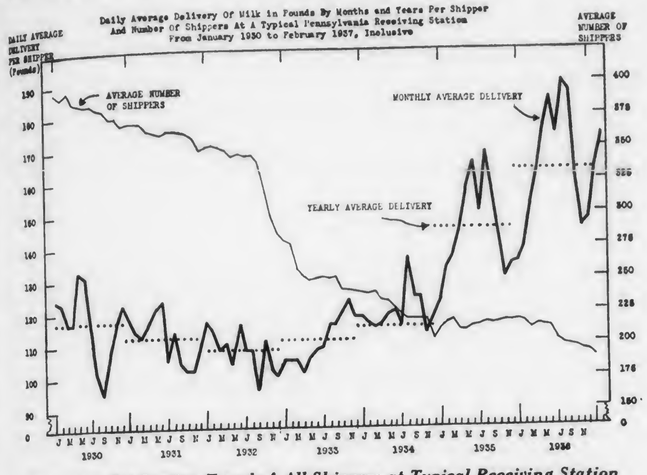
Dr. Edward Gaumnitz, chief, dairy section, Agricultural Adjustment Administration, declared the federal government does not intend to perform the functions of the cooperatives. He said, "The policy of the A A A and the objectives of the cooperatives are decidedly similar. Working towards a common goal we should look forward to the development of more stable, orderly marketing structures, although there are bound to be disappointments and reversals along the way."

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A 3,500-mile milk route has been established over the Pan-American Airways from Honolulu to the islands of Midway, Wake and Guam in mid-Pacific. This is perhaps the longest milk route in the world, the milk being shipped in specially designed refrigeration equipment on Pan-American Airways' China Clipper.

Look through REVIEW advertising, numerous valuable free booklets are often available.

Where Our Production Is Going



Seven-year Production Trend of All Shippers at Typical Receiving Station

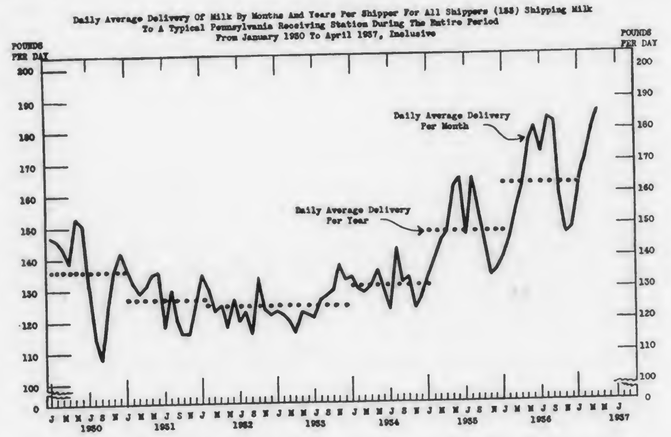
THE May REVIEW carried a chart, reproduced above, showing the average daily production per farm of all producers supplying one typical Pennsylvania receiving station. The upward trend in production was so sharp and the variations between the month of lowest average production and the month of highest average production were so acute that the question was raised as to whether this was not caused by a big change in the list of producers supplying that station.

That factor made only a small part of the difference. This was proved by selecting all producers who have been shipping to that station continuously since January, 1930. The chart reproduced at right shows the daily average production each month since that date of all such producers. We urge you to compare this chart with the one we carried two months ago.

You will notice that the production of these producers was somewhat higher than the average of all producers from 1930 to 1934 and their production showed nearly the same variation from low month to high month during that period. The present production of these long-time shippers is at about the same level as the average for all shippers and their variations between months of low and high production is almost as great.

Production started from a low point in November, 1934, and increased sharply until June to August of 1935; then dropped back somewhat until November, 1935, continuing low for two months, when it again shot up rapidly until August and September of 1936, dropping again until November, 1936, and maintaining a low level until January, when another sharp rise started.

The low point in average daily production per farm each of the past three years was decidedly higher than for the year preceding it. Likewise, the highest average daily production showed similar increases each year as compared to the preceding year.



Production Trend of 133 Producers Supplying Same Station Continuously

Additional May Prices — 3.5% Milk

Dealer	Delivery Point	Avg. Price
Farmers' Dairy Coop.	Christiana, Pa.	$1.50
Tri-County Dairy Co.	Honey Brook, Pa.	1.50
Lancaster Milk Co.	Lancaster, Pa.	1.75
New Holland Cheese Plant	New Holland, Pa.	1.585
New Holland Farms, Inc.	New Holland, Pa. 1-15	1.70
" " " "	" " " 16-31	1.65
Eisenberg Farms	Oxford, Pa.	1.50
Eachus Dairy	West Chester, Pa.	2.55
Johnson, T. Ward	Woodlyn, Pa.	2.49

Waitress: "Do you want your eggs turned over, sir?"

Collegiate: "Yeah. Turn 'em over to the Museum of Natural History."

Speed fiend (slowing down a bit): "Gosh! Don't you feel glad you're alive?"

Timid passenger: "Glad is hardly the word—I'm positively amazed!"

Ohio Plans For Dairy Show

Ohio is doing everything possible to play the perfect host to the 1937 National Dairy Exposition, which will be held at Columbus, Ohio, October 9-16. An appropriation of $35,000 was made by unanimous vote of both houses of the Ohio Legislature, which is being added to the underwriting already scheduled by Ohio business firms.

With the National Dairy Show being held less than 500 miles from Philadelphia and not much more than half that distance from some Inter-State members, dairymen from this section of the country should be well represented at the 1937 show.

Who Shall Mix the Milk?

By William Lauderdale

FOR SEVERAL years there has been a decided upward trend in the butterfat content of milk produced in New Jersey, caused to a great extent by dealers who have used the cream line as a selling point. Recently we have seen some of the same dealers who were demanding more fat changing their minds and demanding that the fat content be lowered. This leads to a considerable amount of confusion in the minds of producers who are anxious to produce milk which meets market demands.

It is not the desire of the writer to discuss the merits of any breed of cattle; I have always held that the breed which you like is the breed which you should have if you are to be a successful dairyman. Neither is it my purpose to enter into any discussion of the proper amount of butterfat in milk. This point has been debated ever since we have had definite and distinct breeds of cattle, and few dairymen have changed their minds about this. I wish to discuss some of the problems arising from the mixing of milk on the farm.

Disrupts Breeding Program

When milk dealers demand of producers a milk containing a certain uniform fat content, they make it extremely difficult for many producers, particularly the owners of moderate-sized herds, to carry out a sound breeding program. The different breeds produce milk of varying amounts of butterfat, and when a breeder of Jerseys or Guernseys is asked to produce milk testing 3.8 percent fat, he can only achieve this by adding cattle to his herd of a breed which usually produces milk of lower fat content. It is probable that at the same time he is forced to sell some of his higher testing cows to the producer who sold him the lower testing cows, and when the milk goes into the receiving tank of the dealer it is of the same fat content as if the cows had never changed ownership. The result is that the breeding program of both dairymen has been upset, and two more herds of mixed breeds are started. This might finally result in more and more scrub cattle and the elimination of many or all of the purebred herds in the state.

The same situation will result when a milk dealer demands a higher testing milk this year and then changing his mind, next year demanding that tests be lower.

The problem of disease control is definitely connected with a sound breeding program. Experience during a number of years and with a large number of herds has shown that disease is much less prevalent in herds where replacements are raised on the farm rather than brought from other states or even from other herds in the same state. Usually the producer who has a purebred herd is interested in a breeding program to a much greater extent than the producer who has a mixed herd. Even if a producer does not have a purebred herd, he prefers to keep cows of the same breed, and in almost all cases will have a purebred sire. Most producers and all real breeders have a very definite opinion of the merits of the breed of cows which they like, and they are never satisfied with mixed herds or any other breed.

Barns Would Need Change

Another difficulty that is encountered when mixed herds must be kept is that stables are usually built to accommodate a certain breed of cattle; different breeds require different - sized platforms. When cattle of a breed other than the one for which the stable was built are placed in the stalls, they are either standing in the gutter or, worse yet, the platform is too long, making it impossible to keep the cows or the stable clean. This condition might easily result in the production of milk having high bacteria count.

It seems to me that these problems could be solved if the milk were mixed by the dealer rather than on the farm by the producer. The dealer could buy milk from producers with different breeds of cattle in order to bring his composite test to the point that his trade calls for. At the same time, the dealer would have a much more uniform test of the milk that he purchased if all the cows in each herd were of one breed rather than a mixture of two or more breeds and colors. A herd of mixed breeds consisting of high testers and low testers will vary to a considerable degree according to which cows are milking heavily or are out of production.

Let Dealers Mix It

I say, therefore, let the dealers mix the milk and let the producer continue with a sound breeding program, keep disease under control and keep the profit, if any, at home rather than send a large part of our income to some other part of the country in payment for replacements.

Editor's Note:—Reprinted by special permission of the New Jersey Farm & Garden. Mr. Lauderdale is a member of the Inter-State Milk Producers' Cooperative, chairman of the Trenton Secondary Market Committee, and since last December, a member of the New Jersey Milk Control Board.

There is no meter on kindness. You can use as much as you like and it won't cost you a cent.

Money Lying Around

More than 4500 checks were issued in January of this year and nearly 500 more since that date, to members of the Cooperative who had assigned their stock in the old Association to become members in the Cooperative. These checks were for the balance due those members after applying $1.00 of the total amount for membership in the Cooperative on stock they formerly owned in the Association and of the 5041 checks issued, 832 have not yet been cashed.

The amounts are small, ranging from 25 cents to about $4.00 with only a few for larger amounts. Total amount outstanding was $878.25 as of June 1.

Do you have one of those 832 checks? If so, won't you help us clear up our records by cashing it at once?

A few cases have come to our attention where members did not cash the check so the Cooperative could add the amount to its reserve fund. This can't be done unless the check is endorsed and then returned.

Unless cashed—or endorsed and returned—all such checks are just outstanding checks, with the money lying in the bank doing neither you members nor the organization any good. If there is too much delay in cashing the check the bank may refuse to honor it without first checking up with this office.

Check up—if you have such an uncashed check—start it moving.

Bangs Program Started

States Add To Indemnity Fund

INCREASED indemnities are now available to cattle owners who lost animals through reaction to the Bang's test. Appropriations were made during the 1937 sessions of the legislatures in Pennsylvania, Maryland and Delaware, these funds being added to the Federal funds already appropriated for that purpose.

Pennsylvania's appropriation for two years totals $1,200,000. Payments will be made to herd owners who file applications for a Bang's disease test after June 1, 1937, at the rate of $32.50 maximum state indemnity plus $25.00 maximum Federal indemnity on non-registered cattle. The maximum indemnity on purebred cattle is $50.00 by the state plus $50.00 by the Federal government. In addition, each herd owner will be entitled to the salvage, or meat, value of all reacting animals. A further provision states, however, that total indemnities plus salvage value must not exceed 90 percent of the appraised value of the condemned animal.

Maryland, with an appropriation of $100,000 a year for two years, will pay $20.00 indemnity on each animal, grade or purebred, that reacts to the Bangs test. This is in addition to the regular Federal indemnity and the salvage value, up to appraised value.

Delaware, with a $40,000 appropriation for two years, will pay $20.00 per head for grades and $40.00 for pure-breds in addition to the Federal indemnities of $25.00 and $50.00, respectively. Total payments, including indemnities and salvage value, may equal but not exceed the appraised value of each animal.

New Jersey has supplied no additional funds to indemnify owners of animals which react to Bangs disease. The regular Federal indemnities and salvage value are available in that state.

The Federal and the State Departments of Agriculture are cooperating in the Bang's disease eradication work in the same manner as the bovine tuberculosis program was carried out. Pennsylvania has already made plans for placing additional veterinarians in the field and adding to the office force of the Bureau of Animal Industry to handle this work.

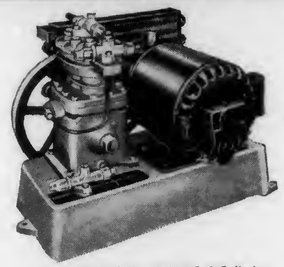
It is expected that the funds appropriated by these states will not be sufficient to pay indemnities on all cattle that might be tested and found diseased during the next two years. It is probable that the indemnities will be paid on a "first-come, first-served" basis, with those who make applications and have their herds tested first getting the full indemnities while those who delay until the appropriations are used up having to be content with the salvage value plus Federal indemnity, if available.

The elimination of Bang's disease is looked upon by many milk producers as advisable from a purely business standpoint and in addition it has the advantage of helping eliminate a disease which constitutes a degree of danger to the public health through undulant fever. Although many cases of Bang's disease are not active it is difficult to tell when the disease will become virulent and result in loss of calves and a sharply reduced milk production.

Put off until tomorrow what shouldn't be done at all.

For Every Dairy COOLING REQUIREMENT

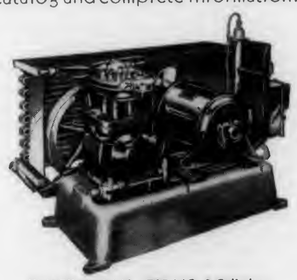
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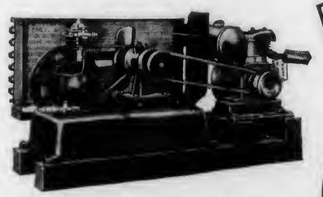
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Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

Make it a point to patronize REVIEW advertisers whenever you can.

JUNE, 1937, BUTTER PRICES

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	32	31	30
2	32	31	30
3	32	31¼	30
4	32	31	30
5	32	31	30
7	31¾	31	30
8	31½	31	30
9	31	31	30
10	31	31	30
11	31	31	30
12	31	31	30
14	31	31	30
15	31	31	30
16	31	31	30
17	31	31	30
18	31	31	30
19	31	31	30
21	30¾	30¾	30
22	30¾	30¾	30
23	30¾	30¾	30
24	30¾	30¾	30
25	30¾	30¾	30
26	30¾	30¾	30
28	30¾	30¾	30
29	31	31	30
30	31	31	30
Average	31.10	30.94	30.00
May, '37	33.20	32.27	30.30
June, '36	30.39	29.69	28.88

Production Tapers Off

AFTER EXPERIENCING a tremendously high milk production per farm all spring and early summer, production seems to have reached its peak in the Philadelphia milk shed but instead, however, of dropping off suddenly as so often occurs, production has been holding at a high level. This is undoubtedly due to the ideal pasture conditions —adequate rain and cool weather. Undoubtedly as rains become less frequent, weather gets hotter and trouble from flies increases production will drop off sharply.

Pasture conditions apparently are ideal in most localities but information from reliable sources intimates that a minimum of hot dry weather will very rapidly deteriorate pastures. Not only that, but in this section cows have been producing unusually well all through the late winter, which generally was very open, and into the summer. It is felt that the cows will not be physically able to continue at the present high level but will drop off very shortly.

Milk production per day per farm during May for 6565 producers was 243 pounds compared to 220 pounds for May last year for 6953 shippers and is up 25 pounds per day over April, 1937. This May represents a percentage increase of 10.45 percent over last May and 11.15 percent over April.

While the May, 1937, delivery of milk to these selected dealers was up approximately two million pounds over May, 1936; the fluid or class I sales averaged approximately 30,000 pounds less per day than during May, 1936, but were up one percent or 10,000 pounds daily over April, 1937. The Milk Industry Foundation reported May, 1937, sales in 133 leading U. S. markets up 4.03 percent over May, 1936, and 4.4 percent over April. Although sales generally throughout the United States are increasing, producers prices in some markets have shown weakness.

Fluid Prices—Providence, R. I., prices dropped a cent a quart. Boston producers Class I price for May was 11 cents lower than the $2.36 price paid for April. Richmond, Va., price was down 10 cents; Denver, Colorado, down 7 cents; Dairymen's League (New York) price was down 28 cents to $2.05 in May and the market had been unsettled in St. Paul and Minneapolis.

Although fluid milk markets on the whole have been fairly stable the tremendous storage stocks of evaporated and condensed milk are an ever-threatening shadow on fluid price advances.

Stocks on Hand—Stocks of evaporated milk were nearly 100,000,000 pounds more on June 1, 1937, than on June 1, 1936, when 141,774,079 pounds were on hand. This is enough to supply about two pounds to each man, woman and child. During May, 1937, all farmers selling milk to condensaries averaged $1.43 per hundred pounds of 3.5% milk compared to $1.29 for May, a year ago.

Storage stocks of butter in ten leading markets of the United States on June 22, 1937, amounted to 35,593,108 pounds or a million pounds above last year while storage stocks of cheese exceed the supply of one year ago by a little over two million pounds.

Imports—Although dairy products import statistics for May are not yet available, statistics for the first four months of 1937 are: Butter imports of 8,969,684 pounds were more than double imports for the same period one year ago. There were 21,430,869 pounds of cheese imported this year for the four-month period which was 4,500,000 pounds more than was imported last year while imports of dry whole milk, dry skim milk and casein were somewhat lower this year.

Cream Markets—According to latest U. S. Department of Agriculture Cream Market reports, the cream market appears to be showing considerable strength with some cream bringing as high as $17.00 per 40-quart can, but the average price will run somewhat lower than that for Pennsylvania approved cream.

During the first 19 days of May, 1937, there were 21,878 cans (40-quart) of 40 percent cream brought into Philadelphia compared to 15,312 cans for the same period one year before.

●

A mimeographed sheet of suggestions, entitled "Grounding Metal Roofs for Lightning Protection", has just been issued by the Agricultural Extension Service, State College, Pa., and is available from county agents.

"Why don't you go to our church?" asked one small boy of another.

"Because we belong to a different abomination," was the answer.

An income is what one can't live without or within.

Feed Price Summary for June, 1937

Compiled by the Inter-State Milk Producers' Cooperative, Inc.

Ingredients	June, 1937 ($ per Ton)	June, 1936 ($ per Ton)	May, 1937 ($ per Ton)	% Change June, 1937 compared with June, 1936 *	% Change June, 1937 compared with May, 1937
Wheat Bran	41.28	27.51	44.71	+50.05	- 7.67
Cottonseed Meal 41%	49.61	34.93	51.74	+42.03	- 4.12
Gluten Feed 23%	42.80	27.54	44.34	+55.41	- 3.47
Linseed Meal 34%	46.17	35.08	47.77	+31.61	- 3.35
Corn Meal	50.88	33.06	49.91	+53.90	+1.94
Mixed Dairy Ration: 16%	40.47	28.64	44.12	+41.31	- 8.27
24%	47.56	35.16	49.77	+35.27	- 4.44
32%	50.71	39.00	52.47	+30.03	- 3.35
Alfalfa Hay	29.50	.....	27.50	.....	+7.27
Dry Brewers Grain	36.68	.....	43.26	.....	-15.21

* Mailing list revised January, 1937, therefore comparisons not made on same dealers.

Favorable grain and hay production conditions throughout the United States seem to be having some favorable effect on the price of feeds that Philadelphia milk shed dairymen have to buy. Word from the Middle West indicates that there will be record crop harvests this year. If such is so, Eastern dairymen will undoubtedly have some relief this fall and winter from the high grain prices paid last year.

According to reports received from feed dealers in Inter-State territory, the price of all feed during May, 1937, with the exception of corn meal and alfalfa hay, showed a downward trend from April, 1937, ranging from $1.50 to $7.00 per ton. Corn meal and alfalfa hay prices were slightly higher.

In the above table, the feed prices for the Philadelphia milk shed are compared.

●

Secondary Markets— ALTOONA

(Continued from page 6)

for cream in order to induce the milk buyers to take all of every day's production of each of the members supplying them. This work has gone far in stabilizing the market.

The committee, at its meeting on June 22, authorized that each milk buyer in that market be notified that the cost of physical examination of cattle is to be borne by the dealer. Efforts are also under way to include the Bedford market in marketing area No. 9 along with Altoona or in area 10 with Huntingdon.

●

No Substitute

Don't take chances! The most significant thing about a substitute —any substitute, if you please!— is the very obvious and unqualified recognition of the high standard of quality in the product it is intended to replace! What greater compliment could be paid? Imitation is the sincerest of flattery!

Nowhere can this be said with greater truth than in the case of milk . . . There is, in fact, NO substitute for milk. Milk is, definitely, a superior product.

Dry skim milk supplies the unchanged milk proteins, milk minerals, milk sugar, and both important growth vitamins G and "filtrate factor" in most economical and convenient form. Insist on dry skim milk in all your mixed feeds and enough of it to insure milk results. Don't buy a gold brick!—*Maryland Farmer.*

●

Calves Need Careful Attention On Pasture

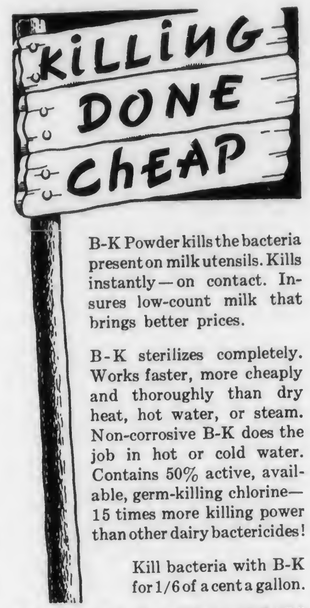
Too often, calves are taken off pasture in the fall of the year in a poorer condition than when they are turned out in the spring. This is due to poor management in the majority of cases.

Calves should have a good start before being turned out to pasture, 6 to 8 months being about the minimum age limit, says R. H. Olmstead, Dairy Specialist at Pennsylvania State College. Pasture is an excellent feed for calves old enough to utilize it but if turned out too young they may be troubled with scours. Heat and flies may also have a detrimental effect on young calves.

Calves should not be forgotten when they are turned out in the spring, Olmstead cautions. They should be supplied with salt, fresh water, and shade. A darkened shelter, or being kept in the barn during the hottest part of the day, is of advantage. This also will protect the calves from flies.

While pasture is an excellent feed, it is often wise to give some supplemental feeds to keep the calves growing and in a thrifty condition. One feeding per day of good quality hay or a small amount of low protein grain usually is sufficient.

REVIEW advertisers will like to know, when you write them, that you saw their ad in the REVIEW.



B-K Powder kills the bacteria present on milk utensils. Kills instantly—on contact. Insures low-count milk that brings better prices.

B-K sterilizes completely. Works faster, more cheaply and thoroughly than dry heat, hot water, or steam. Non-corrosive B-K does the job in hot or cold water. Contains 50% active, available, germ-killing chlorine—15 times more killing power than other dairy bactericides!

Kill bacteria with B-K for 1/6 of a cent a gallon.

GENERAL LABORATORIES
Division, Pennsylvania Salt Mfg. Co.
1009 Widener Bldg., Philadelphia, Pa.

FREE B-K Booklet waiting for
YOUR NAME.....
ADDRESS....., IMP-4

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

ELECTRIC FENCE

PRIME Electric Fence—one-wire—use battery. Delco or public service current. Guaranteed reliable—satisfied users—80% saving—thirty day trial. WRITE FOR CATALOG. John W. Woll, Newtown, Pa.

Prices Paid Producers On Other Markets

Class I price 3.5% milk for June, weighted average price for April (A) or May (M). All prices f.o.b. city markets except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	$2.88	12	?
Pittsburgh	3.05	13	$2.275 A
New York City	*1.65	11	*1.45 M
Boston	2.25	12	†1.336 A
Providence	3.20	13	2.62 M
Hartford	3.35	14	2.76 A
Baltimore	2.90	13	2.51 A
Washington	3.25	14	2.78 A
Richmond	3.07	13	2.69 A
Wheeling	2.475	12	2.035 A
Dayton	2.10	11	1.77 M
Cleveland	2.50	11-12	2.05 A
Detroit	2.48	12-13	2.06 A
Indianapolis	2.34	12	1.78 M
Milwaukee	2.71	12	2.07 M
St. Paul	2.00	?	1.83 A
St. Louis	2.45	11-13	2.06 A
Denver	2.10	10-11	1.75 M

* Price applies in 201-210 mile zone.
† Price applies in 191-200 mile zone.

Milk Is Getting Favorable Publicity

Our product, milk, has been receiving some real boosts recently in the metropolitan press. The Philadelphia Inquirer of June 17 carried an article by Ide Jean Kain headed "*Milk Needed by Reducers or Excellent Reasons*". This writer then proceeded to explain that milk is rich in minerals, except iron, and in most vitamins. She states that, "This emphasis on the protective foods may not be your idea of dieting, but it is the only way to reduce safely. Milk is truly a protective food, for it reinforces the diet at more points than any other one food item. Children need from three to four glasses of milk daily, and adults require at least one, preferably two glasses, daily."

On June 23 the Philadelphia Record carried an article by Alicia Hart, in which the need for calcium-rich foods is stressed. This article "*Calcium Diet Helps Beautify Finger Nails*" states, "Even though you are doing everything possible to lose a few pounds, make sure that you do not cut out all or even the majority of calcium-rich foods . . . one who wants to have lovely teeth, hair and nails must supplement these (meat, potatoes, bread and cereals) with milk and its by-products, orange and other fruit juices. For example, a pint of milk contains 10 grains of calcium . . . but you have to eat five pounds of bread to get the same amount, or five pounds of peanuts, three pounds of pineapple or two pounds of prunes."

This writer then calls attention to the use of powdered milk instead of bath salts, stating that some beauty salons tell their customers to take a milk bath once a week. She goes on to suggest that "buttermilk facials are perfect for sensitive skins."

The idea of a milk bath or a buttermilk facial may not appeal to some of us but we must admit that if these beauty treatments with milk have merit, they represent an immense new outlet for our product.

●

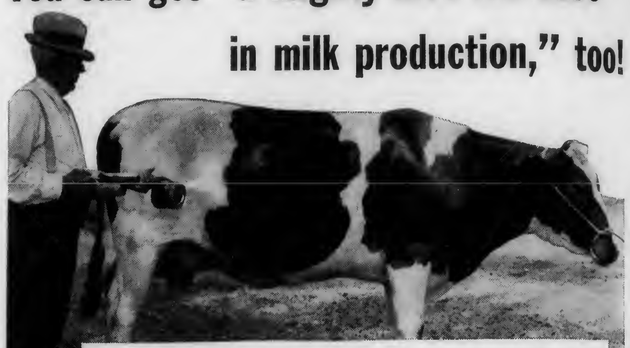
It Takes More Milk Now

One hundred pounds of milk would buy 76 pounds of dairy ration during May, 1937, while a year earlier it would have bought 122 pounds, and in January, 1936, the amount would have been 149 pounds, according to the Wisconsin Crop and Livestock Reporter. The figures apply to Wisconsin conditions.

Stated another way, it 132 pounds

Library,
Agric. Econ. & Fm. Mgt. Dept.,
N. Y. State College of Agric.,
Ithaca, N. Y.

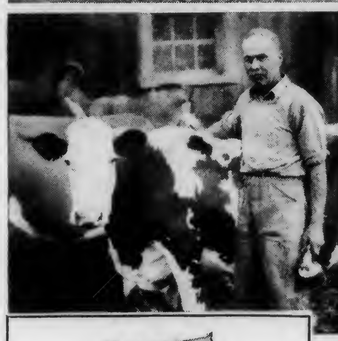
You can get "a mighty nice increase in milk production," too!



"AFTER USING your Gulf Livestock Spray for more than three years," says Isaac Brown, Mt. Holly, N. J., "I want to say that it is one of the best sprays I have ever used.

"It sure keeps the flies away and the cows happy. My herd of Holsteins, Guernseys and Brown Swiss has shown *a mighty nice increase in milk production* since I started using it."

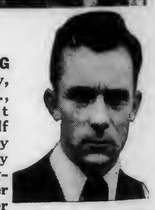
To keep *your* herd's milk production at peak, use this better, more economical spray.



GIVES NO ODOR OR TASTE TO MILK. "Many sprays I have used" states I. T. Howard, Colchester, Vt., "have given a noticeable odor or a bad taste to the milk. Gulf Livestock Spray never does this, no matter how heavily I spray it or how soon before milking time."



CAN'T BURN, CAN'T BLISTER— Too often, stock sprays are harsh. They irritate the animal's skin and make the hair drop out. But not Gulf Livestock Spray! *It is so mild that a man can gargle it.* Never blisters — gives the coat a beautiful bloom.



CHEAPER IN LONG RUN. J. H. Cassidy, Greenport, N. Y., writes, "a light spraying of Gulf Livestock Spray keeps flies off my cattle hours longer than a heavier spraying of other stock sprays used to. It is the most economical in the long run."

• • •

Gulf Livestock Spray kills blood-sucking flies, lice, ticks—repels stable and horn flies. One spraying lasts all day.

NEW LOW PRICES — SAME HIGH QUALITY

Gallon can, $1.19
...ble pail, $4.95.
...gallon drums.



FREE! Farm and Ranch Bulletin, No. 1, of the Gulf Research and Development Company, "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs and Cats." Write Gulf Petroleum Specialties, Pittsburgh, Pa.

F LIVESTOCK SPRAY

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INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., August, 1937 No. 4

Agricultural Economics Extension



TEAM WORK

A perfect example of cooperation. These horses must pull together—at the same time—and must be skilfully guided—in order to place in this horse pulling test. Reminds us vividly of the need for teamwork combined with skilful guidance in milk marketing.

Strike Curtails Deliveries

Supplee and Delchester Victims of Walkout

A STRIKE of milk wagon drivers and plant employees was called against the Supplee - Wills - Jones Milk Company on July 23. It was called by Local 436 of the Bakery and Milk Drivers' Union, an A. F. of L. affiliate. The union acted after a conference in Mayor Wilson's office failed to bring peace among that union, the Supplee Company and a third union, the Gold Medal Dairy Employees' Association. The last has been termed a company union although the Supplee Company insists that it exerts no influence whatever in it.

Membership claims of the rival unions show sharp conflict. Of about 925 employees, the Gold Medal group claims 700 of them as members and the A. F. of L. union claims 600. During early days of the walkout less than 200 were on strike, according to estimates.

Outbreaks of Violence

Violence flared several times. Numerous drivers were subjects of attacks, while bottles were reported smashed and flying squads of strikers created numerous disturbances, fleeing, in most cases, before police could arrive. Some arrests were made but no action has been reported as yet. In addition, consumers were solicited by strikers and asked to quit patronizing the Supplee Company.

Efforts to settle the strike have failed. Numerous conferences got nowhere and the tension has increased. A vote of employees has been urged so as to determine which group, if either, represents a majority of employees. This, however, can not be called by the company and neither labor group has done so, leaving the contest wide open and permitting violence to continue.

A strike of A & P truck drivers has also been raging with deliveries to those stores by the Sylvan Seal Milk Company seriously interfered with on some occasions. This and the Supplee strike started at about the same time.

Delchester Drivers Out

On July 29 all drivers of Delchester Farms went out on strike, completely tying up the plant and stopping all receipts from farms.

The Delchester management stated that to meet the original wage and hour demands of the striking employees would soon force them into bankruptcy.

It appears that wages and hours are not the important contentions in these strikes. Some demands have been made in that regard but it is considered probable that these could be arbitrated quickly should the striking union be given the right to represent all employees in wage and hour negotiations. Some wage and hour concessions are generally predicted.

Will Add to Costs

Obviously, if higher pay is granted —or shorter hours which will require more employees with a higher total wage bill—someone will have to stand it. Various estimates place the probable added cost at about one-half cent a quart or 23 cents per hundred pounds of milk. This, it is generally admitted, will necessitate an increase in the retail price of which producers will be able to get only a small part.

The immediate effect of the strike will be a sharp drop in sales by affected dealers. This may amount to a reduction in Class I sales of as much as 8 to 10 percent during July for the two dealers most seriously affected, more than offsetting the Class I increase normally expected because of lower production. Some of the sales which have been lost may be shifted to other dealers, thus raising the Class I percentages of those dealers but this would be slight, and impossible to measure with any reasonable accuracy.

Milk Is Moved

The Supplee Company has been able, up to August 2, to take care of all deliveries of their regular producers. Some of this has been diverted to manufacturing outlets and will be paid for in lower classifications. The Inter-State made special arrangements with Delchester Farms to skim the milk of members supplying them and to sell the cream on the open market. The organization is keeping in close touch with this situation and, should any members lose their market, they will be taken care of.

It is hoped that the strike can be settled promptly and that it can be on a basis which will be fair to all four parties concerned, employers and employees who are directly involved, and consumers and producers who are compelled to suffer inconvenience and actual loss of income.

No Settlement

As we go to press on August 2 no definite sign of a settlement has been reached. Numerous meetings which were attended by Mayor Wilson and Federal and State labor mediators, as well as by company officials and labor leaders, have as yet been unsuccessful in making a proposal satisfactory to all factions.

●

Keep Milk Production Up With Supplemental Feed

Although feed prices are advancing and pastures are declining it would be wise for dairymen to maintain a normal milk production rate during August even if it requires supplemental feeding of roughage and a winter program of grain concentrates, says Dr. J. W. Bartlett, dairy husbandman at the New Jersey Agricultural Experiment Station. He adds that "where production is allowed to decrease at this time, it is almost impossible to bring it back to normal when rains renew pastures during September and October."

"The dairyman is lucky who has ensilage made of corn or grass on hand at this time of the year for supplemental feeding," Dr. Bartlett says. "With this type of roughage, grain can be fed a little more sparingly. A cow giving 25 pounds of milk daily will need three to five pounds of grain; for one giving 30 pounds of milk, from five to seven pounds of grain is needed and a cow giving 40 pounds of milk daily should have from seven to nine pounds of grain.

"If silage is not available and the pastures are burned up, then hay feeding is recommended and about two pounds more grain should be added to the above figures. These recommendations will especially pay with those cows which freshened in late spring and early summer. If this program is followed in the feeding of such cows, they should produce well all during the coming winter."

In life, it is just as important to forget some things as it is to remember others—and keep right on keeping on.

The chap who is always talking about his right is the one that gets left.

Uniform Production Needed

OUR prediction has come true and we can now say, "We told you so!" May and June milk production was much above that of the same months a year ago with fewer producers on the market. There is considerable agitation on the part of producers and milk dealers to adopt again some type of plan that will even up production during the year.

There are two methods of bringing this about. One is to develop a plan which will give those farmers that want to produce uniformly a base or quota on which their Class I sales will be based throughout the year. Another plan is to reduce the price so low during the heavy production season that producers will find it profitable and practical to shift production to the low producing months.

I think that every producer is aware that we must have as many producers on the market as are needed to supply all the milk needed during the period of lowest production; also that the more producers there are the bigger the excess above fluid needs in the heavy production months.

If we want a uniform production plan in this market in 1938 we must commence to think seriously about such a plan right now. In anticipation of what was coming, our Board of Directors has developed a plan that will be offered for consideration at the local and district meetings this fall. We hope that our members will give this serious consideration and be ready to express themselves either in favor of or against this plan of encouraging even production—or to propose any other plan for consideration.

A. J. Lauterbach

Class II Price Increase Effective July 16

The increase in the price of Class II milk announced by the Pennsylvania Milk Control Commission to be effective on July 1 was withdrawn after strong protests from some distributors. This would have meant an increase of 25 cents per hundred pounds of Class II milk over the June price.

Another order was issued, however, to be effective July 16, which increased Class II price 22 cents over the formula on which the June price was based. As a result, the Class II price for the first 15 days of July is based on the formula used in June while the price for the remainder of July is based on the new formula which will net producers an additional 22 cents per hundred pounds.

Withdrawing of the order was attributed to large available supplies of cream in excess of the needs of the market. This condition, it was feared, would result in refusal to take milk from local producers beyond Class I needs, leaving vast quantities on farms where it would be a partial or complete loss. The hot weather immediately following Independence Day had the double effect of causing a sharp boost in demand for cream and also a sharp falling off in production.

With the situation thus cleared up the new order was issued on July 9, effective July 16. This Class II price is more closely in line with cream quotations on the Philadelphia market as supplied by the local office of the Bureau of Agricultural Economics. This price for the week ending July 24 was $18.00 per 40-quart can of 40 percent cream. The price of 3.5 percent Class II milk in the Philadelphia area for July 1-15 is $1.47, the price July 16-31 is $1.69. Prices at Pennsylvania receiving stations will be 4 to 9 cents less each period, depending upon distance from Philadelphia.

●

Boston Producers Vote For New Federal Order

A Federal Marketing Agreement is again in full force in the Boston market. This agreement became effective on August first upon its issuance by the acting secretary of agriculture, M. L. Wilson, and the approval of the President.

The order had been suspended since August 1, 1936, because of an adverse court decision which has since been reversed by the First Circuit Court of Appeals. During this period a chaotic situation developed in the Boston market, with the price to many producers dropping as much as $1.00 per hundred.

Before the present amendments to the order were made effective, a referendum was conducted among producers supplying that market. More than 12,000 producers took part and 73 percent were in favor of the proposed amendments to the order.

The order provides a price of $3.19 per hundred pounds for milk delivered directly from a producer's farm to a distributor's plant within forty miles of Boston. Prices at receiving stations are less by $.18 and carload freight rates. Class II price is based on the Boston cream market and under present cream prices will be approximately $1.45 per hundred.

●

Farm Sales Up One-Third

The sale of farms by the 12 Federal land banks in the first half of 1937 aggregated $20,937,000 compared to $15,881,000 for the first half of 1936, according to figures released July 28 by the Farm Credit Administration.

Farmers bought 6,757 farms and 1,114 part farms from the land banks in the first six months of this year, compared to 5,496 and 894 respectively, in the like period of 1936.

A man on trial for his life was being examined by a group of alienists. Suddenly one doctor shouted at him: "Quick! How many feet has a centipede?"

The man came back in a dry voice: "Gosh! Is that all you got to worry about?"—*Punch Bowl.*

"Your daughter has considerable natural talent for reciting, Mrs. Smith."

"Yes, all she needs now is a course in electrocution to finish off."

"Well, sir, the voice at the other end said, 'Hello, is that you, you old idiot'."

Perseverence is proof against that word failure.—*Geo. Eliot.*

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Careful Cooling and Clean, Sterile Utensils Are Good Insurance Against Milk Rejections.

Maryland Eradicates TB

Maryland is the 44th state to eradicate bovine tuberculosis. It became a modified accredited area July 1—that is, infection among cattle is reduced to less than one-half of one percent as shown by the tuberculin test—the U. S. Department of Agriculture reports.

●

Busy 4-H Season

Within the next few weeks we shall see tremendous activity among the boys' and girls' 4-H clubs of this country. Our Cooperative is especially interested in certain of these clubs this year because of its part in initiating and sponsoring 4-H dairy demonstrations on "clean milk production".

In fact, some local demonstration contests have already been held and last Thursday the Delaware State Contest was held at the Kent-Sussex Fair Grounds at Harrington. Eight teams participated, of which four used clean milk production as their subject.

The Pennsylvania State Contest will be held at State College on August 12 and the Maryland State Contest will be held at the Trimonium Fair early in September. Winners of the demonstration contests in these states will compete for national honors at the National Dairy Exposition which will be held in Columbus, Ohio, October 9 to 16.

The Delaware State Contest created wide interest. The boys who participated worked hard and it is safe to say they learned a lot about sound dairy practices. Their demonstration of how the cows should be handled and the care that should be given the milk so as to insure a top quality product will impress these facts upon their minds so that they will always be better producers.

●

Milk Bar, Limited, Provides Good Advertising

A bright spot on our 3100-mile vacation trip was found at Ottawa, Canada. This was "Milk Bar, Limited", where your editor made a special point to obtain a lunch. This Milk Bar is located on a principal business street not far from the governmental buildings.

The premises were modern in every detail, spick and span and attractive. The waitresses were attentive and alert and gave prompt service to the patrons. The business was brisk even at 9:30 A.M. and, upon inquiry, it was learned that the bar is open from 8:00 A.M. until 12:00 midnight and is busy almost constantly, with the noon hour having the biggest rush, followed by the breakfast period.

Prices were moderate and milk shakes were named as the most popular item on the menu. Fluid milk was also the favorite of many. Malted milk, egg nog, ice cream, buttermilk and sandwiches were other principle items on the menu, with coffee and tea occupying a decidedly subordinate position.

This was a genuine milk bar and there is every evidence that the public will patronize an institution of this kind when it is run according to the standards which the name implies.

In Contrast

A so-called dairy bar in a nearby city, a secondary market within the milkshed, was visited recently by an "Inter-State" official. His request for buttermilk was greeted with the blunt information they didn't have any. The attitude of the place was strictly "we don't care" and it appeared that soft drinks of the soda pop calibre occupied the biggest share of attention at this place masquerading under a name which should be confined strictly to the use and advancement of the dairy industry.

Nearly 8000

Milk Producers have had one worry removed.

They are guaranteed a market for their milk by their own selling organization,

The Inter-State Milk Producers' Cooperative.

Picture Contest Continued

The announcement in the July REVIEW that $5.00 would be paid for each picture submitted by a member of the Cooperative or someone from a member's family and used on the REVIEW cover and that $1.00 would be paid for any other picture which might be used, has brought a pleasing response. Several pictures that have been received are deserving of attention and doubtless the cover for September will be selected from among them.

Naturally, in looking over photographs of this kind, we can see numerous possibilities for improvement and precautions that should be taken in making pictures. In addition to the precautions mentioned in the July announcement, we wish to add that the background is important. The best background is one which is neat and yet will not detract attention from the subject itself.

If you have some clear, sharp pictures, send them in. We want to get a representative photographic story of the entire milkshed and a few of the best of those pictures that you have been snapping during the summer, or previously, might be just what we want.

●

It Pays To Know

Proof that it pays to know what a cow is capable of doing, especially from a profit and loss standpoint, is contained in the 1936 summary of West Virginia Dairy Herd Improvement Associations.

A summary of their work states that 332 cows in 6 associations were disposed of for one reason or another. Of these, 163, or almost half, were sold because of low production; another 85, or slightly more than one-quarter, were sold to other producers for dairy purposes, undoubtedly at better prices because of knowing their production. The remaining 84 were sold for various reasons, mostly because of disease or udder trouble.

These records show that almost twice as many cows were sold because of low production as because of disease, accidents, udder trouble or which died. Without the records provided by these dairy herd improvement associations, many of these dairymen would still be milking those low producing cows. This shows that it pays a dairyman to know what his cows are doing.

Guest: "Been long in the service of the family, Jenkins?"

Butler: "Indeed, sir, I am now serving the third degeneration."—*Boston Transcript.*

Inter-State Backs Board In Suit On Dealers Bonds

BELIEVING that the welfare of producers in general, and members of the Inter-State Milk Producers' Cooperative in particular was at stake, the Cooperative petitioned the Dauphin County court for the privilege of intervening in the suit brought by Ryder's Dairies and Harrisburg Dairies against the bonding provisions of the Pennsylvania Milk Control Act.

It will be recalled that the Pennsylvania Milk Dealers' Association fought the bonding provisions of the Milk Control Bill before the legislature. It was their desire to substitute a meaningless provision which would not make bonding necessary until a dealer was thirty days in arrears. This would actually mean that a dealer could be owing for milk delivered during a period of sixty to seventy-five days before any protection, other than a civil suit by the individual, could be extended the producer.

Shortly after the enactment of the Milk Control Law these two dairies applied for an injunction against the bonding provisions and a temporary injunction was granted by the Dauphin County court. The case of these two dairies is considered a test case and the attorney for the Pennsylvania Milk Dealers' Association is active in its prosecution.

Because the Cooperative guarantees payment for the milk sold by it for all members, it was felt that the organization had the right to be a party to the suit and, therefore, the petition for intervention was made. The attorney for the dairy companies protested this action, stating that the control law recognized no organization of this character in its provisions but, upon reviewing the case, Judge Hargest allowed the petition and made the Cooperative a defendant to the suit along with the Pennsylvania Milk Control Commission.

Although the objection of these milk dealers and their organization centers around the expense of obtaining satisfactory bond, the interest of producers demands the protection which the bonding provision intends. It is expected that the courts will uphold this provision as bonds are demanded of purchasers of farm products in many states and the right to require such bond has not been successfully contested of recent years.

Milk Campaign Shows Good Results

The "drink more milk" campaign, which was carried on from June 12 to July 10 by many of the large drug store chains and also low-price variety stores, brought very encouraging results. Although complete reports are not available, one large drug chain reports that milk sales were approximately fifty percent greater than during the corresponding period of 1936.

A preliminary report covering all stores engaged in the campaign stated that, during the first two weeks there was at least a fifty percent increase in the use of milk. Numerous instances of more than doubling the sale of milk through these outlets were reported.

Very frequently the stores installed special window displays which called attention to milk and milk products. One chain instructed their waitresses and soda fountain men to say to the customer, "Would you like a glass of milk", instead of suggesting a cup of coffee.

The entire increase in sales accomplished through this campaign was of real value to milk producers. The extra milk sold was all moved from a low priced classification into Class I and doubtless its effect will carry over, encouraging a lot of people to use more milk while patronizing such eating places and possibly use more milk in their homes also.

Although the total share of the market occupied by these outlets is relatively small they have furnished a convincing demonstration that there is room for increased milk sales effort in eating establishments.

●

Co-Ops Need To Cooperate

Opportunity is banging at the doors of many dairy cooperatives having inter-related surplus milk problems, in the opinion of T. G. Stitts, economist in charge of the dairy section of the Farm Credit Administration.

Stitts told dairy cooperative leaders who attended the American Institute of Cooperation that cooperatives should explore the possibilities of securing greater market stability by handling their surplus milk upon an inter-associational basis.

"In some sections of the United States, the edges of the milk sheds overlap and there is a continual shift of producers from one market to another," he pointed out. "Improved roads and modern milk truck equipment have led to expansion in fluid milk sheds. This has brought about changes in the boundaries of milk sheds as compared with the time when all milk moved by rail or through country receiving stations.

"In fact, observations of milk markets for the last ten years indicate that even when there is not an actual overlapping of supply areas, associations in the same general area have mutual problems in their marketing plans.

"The history of milk markets and of the operations of cooperatives in these adjacent markets emphasizes that the objectives of milk associations can be carried out more effectively when there is a coordinated program among cooperatives."

A tramp paused at a farm house.

"Clear out," shouted the woman, "I hain't got no wood to chop. There ain't nothin' you could do around here."

"There is, madam," reported the wayfarer with dignity, "I could give you a few lessons in grammar."

Diner: "Bring me another sandwich, please."

Waiter: "Yes, sir, and will there be anything else?"

Diner: "Yes, a paper weight. That last sandwich blew away!"

Patience consists of keeping yourself from becoming stampeded in your purpose.

Inter-State Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
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Secondary Markets

TRENTON

The Trenton Marketing Committee is continuing its regular monthly meetings on the last Wednesday of each month. In addition to other matters taken up at this time, any producer who feels that an adjustment should be made in his norm is urged to attend this meeting for discussion of his case. Membership work is continuing and several producers shipping to smaller dealers are being signed up. The Committee took an active part in the Control Board hearing at Trenton on July 20, at which it was requested that the price of $2.79 f.o.b. the farm, which prevailed before April 16 should be restored.

The brief presented by H. H. Fisher, Secretary of the Committee, said in part, "Cows are bringing a higher price today. Production has fallen off materially. The purchasing power of the consumer is continuing on the increase. Dealers are looking for more milk. Sanitary conditions on the dairy farm are being stringently enforced. Temperature requirements are becoming more severe."

SOUTH JERSEY

A group of shippers in South Jersey, who had formerly been compelled to keep a part of their milk home during the heavy production season, were given a market for all their milk this year through the efforts of the South Jersey Committee and Market Manager. Their milk was separated into cream which was disposed of through the Inter-State and they received Control Board prices for their milk.

Another producer, a Cooperative member, was paid by the Cooperative for the milk produced during a short period after being dropped by a small distributor. This producer has since been placed on a better market than he had previously.

Milk supplies are reported short in South Jersey and some dealers have been compelled to go outside the area for additional supplies. A heavy seashore demand coupled with the hot weather in mid-July brought this situation about.

The South Jersey Committee filed a brief with the Milk Control Board at its hearing in Trenton on July 20, in which the need for an increase in producers' prices was stressed. It was instrumental also in getting other organizations to send telegrams to the Control Board, asking for an immediate increase in prices.

Additional producers are being signed up regularly and plans are now being developed to obtain the cooperation of more dealers. The Committee on July 19 established a new office in the Gloucester County Co-op Building at Glassboro. The telephone number is now Glassboro 10.

WILMINGTON

The marketing committee and market manager spent considerable time on hauling with the result that a reduction from $.25 to $.20 per hundred has been obtained from one dealer, effective August first. In another case a trucking route was changed, thus saving a six-mile round trip daily for a few producers who formerly had to haul their milk to the trucker.

(Please turn to page 10)

Supplementary Notes To Price Table on Page 7

* Orders issued by the Pennsylvania Milk Control Commission quote prices on milk containing 4 percent of butterfat. All prices quoted here have been adjusted to a basis of 3.5 percent butterfat.

|| Prices quoted in this column apply to Class II milk delivered June 2-30, inclusive, at Pennsylvania points, entire month at other points. Class II price for June 1 is 21 cents higher at Pennsylvania points.

‡ Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon and Tyrone markets on June 1 and at the same markets and at Reading during July.

† June only.

x Class I price on June 1 was $2.88.

z Class I price on June 1 was $2.38.

The June average price (**in bold face type**) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The July Class III price in Pennsylvania as set by the Control Commission is $1.21 per 100 pounds of 3.5 percent milk ($1.37 for 4 percent milk) f.o.b. dealer's plant or receiving station. Class III price for July in Maryland and Delaware is $1.11 for 3.5 percent milk.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Classification Percentages—June, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class II	Class III	"A" Bonus
Abbotts	58.0	39.5	2.5	78% of Class I
Baldwin (A)	71	29	.....	
" (B)	71	16	13	
Blue Hen	65	35	.....	
Breuninger	81	14	5	73% of Production
Clover (Wilmington)	68.85	12.70	18.45	
Delchester	68	32	.....	
Fraims	72	16	12	
Gross	86	14	.....	
Hamilton	80	20	.....	
Harbison	70	16	14	
Highland Dairy	80	20	.....	
Hoffman	40.8	59.2	.....	
Johnson	81.37	18.63	.....	
Keiths Dairy	68	25	7 in 1A	
Martin Century	88.5	11.5	.....	87.1% of Production
Meyers Dairies	80	20	.....	80% of Production
Missimer	85	15	.....	
Scott-Powell	66	32	2	61% of Production
Supplee-Wills-Jones	*60.59	39.41	.....	52% of Production
Sypherd	72	28	.....	
Waple	69.5	6.7	23.8	
Wawa	69	22	9	

* Supplee-Wills-Jones Milk Co. paid New Jersey Norm price on 5.15% of Class I milk delivered by Pennsylvania producers.

NEW JERSEY

	Norm	Cream	Excess
Abbotts (A)	100 of norm	.....	Balance
" (B)	90 of norm	10 of norm	Balance
Castanea (A)	74 of norm	26 of norm	Balance
" (B)	76 of norm	24 of norm	Balance
Scott-Powell	100 of norm	.....	Balance
Suburban (A)	71.3 of norm	28.7 of norm	Balance
" (B)	90.5 of norm	9.5 of norm	Balance
Supplee	100 of norm	.....	Balance

Prices *3.5% Grade "B" Milk

June Averages and June and July Schedules. (Explanatory Notes on Page 6, Col. 3.)

Dealer	Delivery Point	Average Price Paid in June	Class I Price June & July	Class II Price ‖June	Class II Price July 1-15	Class II Price July 16-31
Hoffman's Dairy	Altoona, Pa.	**$1.98**	x‡$2.76	$1.44	$1.47	$1.62
Supplee-Wills-Jones	Bedford, Pa.	**1.96**	2.37	1.37	1.40	1.62
Peter Hernig	Boiling Springs, Pa.	**1.83**	2.48	1.39	1.42	1.64
Harbisons	Brandtsville, Pa.	**2.15**	2.52	1.39	1.42	1.64
Harbisons	Byers, Pa.	**2.15**	2.52	1.39	1.42	1.64
Harbisons	Carlisle, Pa.	**2.15**	2.52	1.39	1.42	1.64
Harbisons	Centerville, Md.	**2.11**	2.48	1.38	$1.41	
Supplee-Wills-Jones	Chambersburg, Pa.	**2.01**	2.45	1.38	1.41	1.63
Highland Dairy	Chester, Pa.	**2.55**	2.88	1.44	1.47	1.69
Miller-Flounders	Chester, Pa.	**2.55**	2.88	1.44	1.47	1.69
Supplee-Wills-Jones	Chestertown, Md.	**2.03**	2.48	1.38	1.41	
Scott-Powell	Clayton, Del.	**2.11**	2.50	1.38	1.41	
Abbotts	Coudersport, Pa.	**1.89**	2.28	1.36	1.39	1.61
Abbotts	Curryville, Pa.	**1.95**	2.37	1.37	1.40	1.62
Scott-Powell	Dagsboro, Del.	**2.05**	2.40	1.38	1.41	
Highland Dairy	Doe Run, Pa.	**2.41**	x2.65	1.44	1.47	1.62
Supplee-Wills-Jones	Duncannon, Pa.	**2.06**	2.52	1.39	1.42	1.64
Abbotts	Easton, Md.	**2.00**	2.46	1.38	1.41	
Delchester Farms	Edgemont, Pa.	**2.42**	2.88	1.44	1.47	1.69
Turner & Wescott	Glenroy, Pa.		2.55	1.40	1.43	1.65
Abbotts	Goshen, Pa.	**2.05**	2.53	1.39	1.42	1.64
Supplee-Wills-Jones	Hagerstown, Md.	**1.98**	2.39	1.38	1.41	
Supplee-Wills-Jones	Harrington, Del.	**2.03**	2.48	1.38	1.41	
Supplee-Wills-Jones	Huntingdon, Pa.	**2.00**	2.43	1.38	1.41	1.63
	Huntingdon, Pa.		z‡2.65	1.44	1.47	1.62
Harbisons	Hurlock, Md.	**2.09**	2.46	1.38	1.41	
Abbotts	Kelton, Pa.	**2.06**	2.55	1.40	1.43	1.65
Abbotts	Kempton, Pa.	**2.04**	2.52	1.39	1.42	1.64
Supplee-Wills-Jones	Kennedeyville, Md.	**2.03**	2.48	1.38	1.41	
Harbisons	Kimberton, Pa.	**2.15**	2.52	1.39	1.42	1.64
Martin Century	Lansdale, Pa.	**2.57**	2.88	1.44	1.47	1.69
Supplee-Wills-Jones	Leaman Place, Pa.	**2.09**	2.57	1.40	1.43	1.65
Supplee-Wills-Jones	Lewistown, Pa.	**2.01**	2.45	1.38	1.41	1.63
Sypherd Dairies	Lyndell, Pa.	**2.20**	2.52	1.39	1.42	.164
Harbisons	Massey, Md.	**2.11**	2.48	1.38	1.41	
Supplee-Wills-Jones	Mercersburg, Pa.	**2.01**	2.45	1.38	1.41	1.63
Harbisons	Millville, Pa.	**2.07**	2.40	1.38	1.41	1.63
Supplee-Wills-Jones	Moorefield, W. Va.	**1.84**	†2.14	1.38	1.41	
Supplee-Wills-Jones	Mt. Pleasant, Del.	**2.03**	2.48	1.38	1.41	
Supplee-Wills-Jones	Nassau, Del.	**2.02**	2.45	1.38	1.41	
Scott-Powell	New Holland, Pa.	**2.16**	2.56	1.40	1.43	1.65
Abbotts	Oxford, Pa.	**2.06**	2.55	1.40	1.43	1.65
Abbotts	Philadelphia, Pa.	**2.27**				
Baldwin Dairies	Philadelphia, Pa.	**2.43**				
Breuninger Dairies	Philadelphia, Pa.	**2.59**				
Wm. Engel Dairies	Philadelphia, Pa.	**2.59**				
Chas. Gross	Philadelphia, Pa.	**2.68**	2.88	1.44	1.47	1.69
Hamilton Dairies	Philadelphia, Pa.	**2.59**				
Hutt & Kempf	Philadelphia, Pa.	**2.40**				
Missimer Dairies	Philadelphia, Pa.	**2.66**				
Scott-Powell	Philadelphia, Pa.	**2.38**				
Supplee-Wills-Jones	Philadelphia, Pa.	**2.30**				
Abbotts	Port Allegany, Pa.	**1.89**	2.28	1.36	1.39	1.61
Scott-Powell	Pottstown, Pa.	**2.19**	2.61	1.40	1.43	1.65
Supplee-Wills-Jones	Princess Anne, Md.	**1.97**	†2.37	1.38	1.41	
Abbotts	Providence, Md.	**2.02**	2.49	1.38	1.41	
	Reading, Pa.		x‡2.65	1.44	1.47	1.62
Supplee-Wills-Jones	Red Hill, Pa.	**2.09**	2.57	1.40	1.43	1.65
Breuninger Dairies	Richlandtown, Pa.	**2.29**	2.52	1.39	1.42	1.64
Sheffield Farms Co.	Rising Sun, Md.	**2.08**		($2.08 for all milk in June)		
Harbisons	Rushland, Pa.	**2.15**	2.52	1.39	1.42	1.64
Scott-Powell	Snow Hill, Md.	**2.01**	2.34	1.38	1.41	
Abbotts	Spring Creek, Pa.	**1.86**	2.24	1.35	1.38	1.60
Harbisons	Sudlersville, Md.	**2.11**	2.48	1.38	1.41	
Supplee-Wills-Jones	Townsend, Del.	**2.03**	2.48	1.38	1.41	
Waple Dairies	Tyrone, Pa.	**2.21**	z‡2.65	1.44	1.47	1.62
Wawa Dairies	Wawa, Pa.	**2.22**	2.88	1.44	1.47	1.69
Supplee-Wills-Jones	Waynesboro, Pa.	**2.01**	2.45	1.38	1.41	1.63
Blue Hen Farms	Wilmington, Del.	**2.31**	2.67	1.63	1.66	
Clover Dairies	Wilmington, Del.	**2.29**	2.67	1.63	1.66	
Fraims Dairies	Wilmington, Del.	**2.34**	2.67	1.63	1.66	
Supplee-Wills-Jones	Zieglerville, Pa.	**2.09**	2.57	1.40	1.43	1.65

Additional June Prices—3.5% Milk

Keith's Dairy	Altoona, Pa.	$2.38
Farmers' Dairy Coop.	Christiana, Pa.	1.40
Lancaster Milk Co.	Lancaster, Pa.	1.60
New Holland Cheese Plant	New Holland, Pa.	1.65
New Holland Farms, Inc.	New Holland, Pa.	1.65
Eisenberg Farms	Oxford, Pa.	1.45
Duncan's Dairy	Springfield, Pa.	2.55
Eachus Dairy	West Chester, Pa.	2.55
Johnson T. Ward	Woodlyn, Pa.	2.43

The Negro as a Consumer of Milk

DURING JULY a member of the staff of the Philadelphia Dairy Council has been invited, without expense, to take part in the California program of the National Baptist Convention which is perhaps the largest negro organization in the United States, and is expecting from ten to twenty thousand delegates, coming from every state in the union.

The request has come from the chairman of the Department of Child Welfare and the chairman of the Young Matrons Department.

The Dairy Council, which will be represented by Mrs. Madalene L. Tillman, will put on a program showing how the young people may be educated in good food habits. The Council has also been asked that this same assistance be extended to local groups in Los Angeles where the Convention will be held this year.

For fifteen years the Dairy Council has had a staff member assigned particularly to work with local negro groups. It is a well known fact that as an individual the negro lives well regarding good food, and this in itself has made this entire group responsive to instruction in well-balanced meals.

During each school year the Dairy Council goes to practically all of the negro schools in its territory, including Pennsylvania, New Jersey and Delaware. Philadelphia alone represents approximately 100,000 negro school children.

In addition extensive work is carried on among the adult population, which in this particular city totals 150,000 adults. Negro organizations with which the Council is working annually include: Parent-Teacher Associations; Women's Federated Clubs; Business and Professional Women's Clubs; Art Needlework; Local Red Caps Association; Ministers Wives; Teachers Groups; settlement workers and various types of social organizations.

A few years ago a survey of milk consumption was made in Philadelphia by Pennsylvania State College. Results of this survey showed that although the negro group is still lower in consumption than some of the other racial groups, on the other hand over the preceding five year period this same group had more markedly increased their consumption of milk, particularly among school children, than many of the other racial groups. The statistics from this survey have served to substantiate the belief held by many of the great educational value of this type of work conducted by the Dairy Council, and especially of its value among negro groups who represent a field for a still further increased consumption of milk.

●

New Proved Sire List

The second volume of the Dairy Herd - Improvement Association proved-sire list, containing the records of 700 dairy sires, has just been issued and distributed by the Bureau of Dairy Industry, U. S. Department of Agriculture. The list was compiled by Dr. J. F. Kendrick of the division of dairy herd-improvement investigations, as an aid to dairymen throughout the country who are interested in improving the inheritance of their herds for high milk and butterfat production through the use of carefully selected sires.

The volumes have been placed in the hands of all county agents, testers for dairy herd improvement associations, and State dairy extension specialists. Any person desiring information from the volumes may consult with any of these.

The man who does things that count is usually the fellow who doesn't stop to count them.

REVIEW advertisers will like to know, when you write them, that you saw their ad in the REVIEW.

Uniform Milk Supply Is a Good Dairy Goal

The production of a uniform quantity of milk throughout the entire year should be the goal of dairy farmers, believes Professor E. B. Fitts, of the dairy department at Pennsylvania State College. The consumption of dairy products maintains a fairly constant level at all seasons, continues Professor Fitts, and a uniform supply of milk would aid very greatly in stabilizing market conditions and in maintaining fair prices.

The entire dairy industry often suffers seriously from alternate periods of surpluses and shortages of milk. Such variations in supply are almost invariably accompanied by fluctuations in price and more or less serious difficulties in market adjustment. Periods of fluctuations and adjustment usually take their toll from all branches of the industry.

The correction of this condition lies very largely within the control of dairy farmers. Dairymen who desire to produce a uniform supply of milk throughout the year and thus aid in the important adjustment of supply to demand must give careful attention to their breeding program and arrange to have their cows freshen at different seasons so that about the same number will be milking during each month of the year.

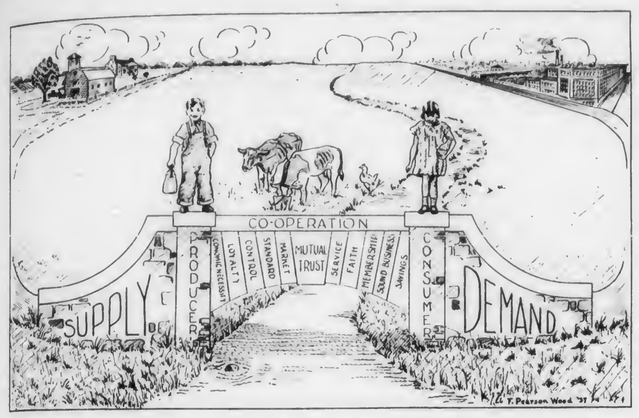
In herds that are now out of balance in this respect it will, of course, take some time to make the necessary adjustment but by delaying the breeding of some cows and shortening the milking period of others through early breeding, a start can be made toward the goal. Breeding difficulties in a herd sometimes defeat all efforts to control freshening periods but a good management and health control program, if persisted in, should in time bring to the owner a control of this important matter.

The production side of any industry has a very marked effect on prices and on marketing, states Professor Fitts, and it would seem very desirable that all dairymen lend a hand in aid of their marketing problems through adjustments in their herds that would result in greater uniformity of production throughout the year.

Anxious Mother: "What does the average college man do with his weekend?"

Dean of Men: "Well, Madam, sometimes I think he merely hangs his hat on it."—*Kablegram.*

An investment in knowledge always pays the best interest.—*Benj. Franklin.*



Here we find cooperation bridging the gap between farm and city—producer and consumer. Our agricultural cooperatives recognize the need for working with our customers, the consumers, and informing them of the farmers' problems. Equally important is the realization that producers must supply the kind of product the consumers want, when they want it.

Notice that the keystone of this arch is "mutual trust", and without trust the entire bridge would collapse, making useless all the attempts at service, at building up membership morale, at meeting demands of consumers.

Credit for this idea is due the Lancaster Breeders Association which used it for place cards at their annual dinner this past spring.

Board Holds Busy Meeting

THE REGULAR meeting of the Board of Directors of the Inter - State Milk Producers' Cooperative was held on July 15. In his report to the Board, Secretary I. Ralph Zollers stated that the second semi - annual payment of money allocated for the use of locals and districts had been sent to district treasurers during the first week in July. This payment consisted of $.25 for each of 7816 members and was divided according to membership in each district. He also reported that the Field and Test Department made 27,313 check-tests during the first six months of 1937 and 759 applications for membership were obtained during that time.

Financial reports were given in detail for both the Cooperative and the Association by General Manager A. H. Lauterbach. Reports were also given by him as to the condition of milk markets in other sections of the country. A general discussion followed as to the Philadelphia and secondary markets in the milkshed.

Hauling Contracts Authorized

The Board of Directors authorized the President of the Cooperative to enter contracts for hauling of the milk of members whenever such contracts were deemed advisable.

A request was made of C. I. Cohee, Executive Secretary of the Dairy Council, to give a report of the Dairy Council activities. In his report he discussed aspects of the efforts to increase the sale of milk, calling special attention to the recent work of chain drug stores and variety stores.

The Board of Directors, through a resolution, approved the action of the Cooperative in which the organization petitioned to become a defendant party to the suit brought by two milk dealers against the bonding provisions of the Milk Control Act in order to protect the Cooperative's rights and to sustain the bonding provisions of the Control Act. Further details on this will be found on page 5.

Set Annual Meeting Date

As the fiscal year of the Cooperative closes on August 31, it was decided to hold the next Board meeting on September 16 instead of September 9, in order to give more time for preparing the annual financial statement. The Board also set Wednesday and Thursday, November 17 and 18, as the dates for the annual meeting of delegates.

The proposed amendment to the by-laws, which was carried in full on page 16 of the June issue of the REVIEW, was approved by the directors. This amendment to Article XI adds a new section (section 9), which clarifies the Cooperative's power to collect for all milk from the milk dealer or to authorize the dealer to pay the member direct, after first deducting the Cooperative's commission.

Reports were heard from several directors relative to conditions of secondary markets. In every instance constructive work was reported. Several locals were reported to have adopted the by-laws which had previously been approved for the Avon-Grove Local. A resolution was passed which would automatically approve the same by-laws for any other local which might adopt them without change. The by-laws which had been drawn up for adoption by secondary marketing committees were also discussed and approved as submitted.

Production Plan Approved

Plans for obtaining a more uniform production throughout the year were discussed, following which the Board voted unanimously in favor of the plan developed by a special committee, designed to accomplish this end. This plan provides for voluntary acceptance by producers and does not use any certain months of the year for determining a producer's quota. Authority was extended the executive committee or the production control committee to discuss the plan with milk buyers and with control boards.

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Holstein Meeting August 12

Holstein breeders of New Jersey will hold their annual summer meeting at the Overbrook dairy of the Essex County Hospital, Cedar Grove, on August 12. Speakers include A. C. Oosterhuis, president of the Holstein-Friesian Association of America, Dr. J. W. Bartlett of the New Jersey College of Agriculture and Mark Kenney, manager of the dairy.

The Holstein herd maintained on this farm is one of the nation's outstanding large herds, its 75 cows averaging 16,186 pounds of milk and 532 pounds of butterfat in 1936.

Protection

Your milk doubtless goes to a reliable dealer—but if your neighbor sells at a low price to a price cutter (or if he doesn't get paid at all), your dealer might find it necessary to reduce his price so he can sell your milk. Talk "Inter-State" to your non-member neighbors. See that they join for your own protection.

World Champions Set Example

Include Milk As Training Food



Olympic Champions from Japan Learn to Like Milk

ABOUT THIS time last year the largest assemblage of athletes ever to leave our American shores were sailing from New York to enter the world-contest of the Olympics held in Germany.

Everyone by now knows the results of the 1936 Olympiad. In these contests, held once every four years, the United States delegation conducted itself not merely creditably but actually ranked second in the total number of events finally won.

From the very start the American team established itself as being one of the foremost in the world. Practically all of the track and field honors, of any consequence were captured by our representatives, the most successful of whom was Jesse Owens, a colored boy from Ohio State University.

An interesting sidelight on the habits of these record - breaking champions was gained by some behind-the-scene observations in the Olympic Village where 4,484 contestants from 51 nations lived during the time the contests were in progress. Figures from the commissary department show that there were consumed, in two weeks time, 250,000 pounds of green vegetables, nearly one-half million pounds of oranges, lemons and grapefruit, and 112,000 quarts of milk.

The accompanying photograph shows one of the tables in the Olympic dining room, with even the Japanese participants enjoying a glass of milk. The Japanese coach reported that the wrestlers were all drinking a quart of milk a day.

In fact, as observers soon found, it was a general fact upon questioning any athlete about his diet, that he invariably placed milk high in the list of food necessities, and was in practically every case a consistent milk-drinker.

This information regarding the milk-drinking habits of the Olympic champions has proven valuable to the Dairy Council. Through an illustrated talk with 42 slides on this subject it is utilizing the interest of high school boys and girls in the Olympics to bring forcibly before them the striking fact that the world's best athletes, who bend every effort towards physical fitness, are **milk-drinkers!**

School principals from time to time comment upon the attitude of their students towards milk-drinking, following a talk of this kind from the Dairy Council. If young people think it's "babyish" to drink milk —they aren't going to be caught doing it. But, on the other hand, if they see that their heroes of the athletic world are drinking it—that's still another story. It's just as easy to establish the right attitude as the wrong one, but the matter is too important to be left to chance. The work of the Dairy Council is to practice eternal vigilance in seeing that such an effective example as the milk-drinking world champions is not lost in potential effect upon young people—or in ultimate value to the milk producing farmers of the Philadelphia Milk Shed.

Secondary Markets

(Continued from page 6)

One member who had used his truck for several days last winter when the regular trucker's outfit was broken down had difficulty collecting for his work. The committee obtained the $75.00 due this member from the regular trucker after repeated efforts by the member had failed. Help was extended the tester employed by one dealer, in order to prepare him for obtaining a state testing license. In another instance the dealer has agreed to send out cards to all his producers, stating the test, immediately after each butterfat test is made.

A representative of the Inter-State covered a route with a representative of one dealer delivering $400.00 in cash to seven members to whom payments were in arrears.

LANCASTER

A membership drive in the Lancaster area was started on July 12 and in the first two weeks approximately 300 members were signed up. The contacts with producers in this area demonstrate that there is a real need for cooperative action in the Lancaster marketing area. A substantial majority of the producers who have been contacted signed the agreement on the first visit.

The membership drive is continuing with the objective of completing a secondary market setup in the near future.

ALTOONA-HUNTINGDON

The market manager continued his work with members who had milk rejected, finding and correcting the trouble in nearly all cases.

Numerous conferences were held with buyers on price, handling surplus and placing dairies temporarily without a market. Arrangements were made with one additional dealer to cooperate with the organization, the marketing agreements signed by producers supplying that dealer therefore being accepted.

Sign-up work continued during the month with a goodly number of producers beoming members.

●

Keeping In Touch

Feed manufacturers, in most cases, are sincere in their efforts to find out the real needs of producers and to supply those needs. More and more of them are engaging the services of men especially trained for such work.

Just recently Dr. Paul E. Newman joined the staff of the Beacon Milling Company in order to help keep that company in constant touch with dairymen and dairy problems. Dr. Newman is a native of Indiana, a graduate of Purdue University and has taken advanced study at the University of Wisconsin and Cornell University.

Knocking, in an individual, is just as much evidence of lack of power as it is in an automobile.

Look through REVIEW advertising, numerous valuable free booklets are often available.

New Jersey Price Order Criticized

Only Part of Price Cut Restored

STRONG DEMANDS were made of the New Jersey Milk Control Board at its public hearing on July 20 to establish a producer price at least as high as that which prevailed before April 16. Every producer and every producer representative who appeared before the Board insisted on this increase. No one whatever supplied any reliable evidence against it.

Production Costs Up

A. H. Lauterbach, general manager of your own Cooperative, presented convincing evidence that even such a price is not high enough after comparing present production costs with a year ago. Attention of the Board was called to numerous briefs filed with it showing that the cost of production is in excess of producer prices.

Feed prices, he pointed out, are 10% to 25% higher than a year ago and they represent about 44% of the total cost of milk production. The farm labor situation is acute with the supply in New Jersey only 76% of normal, the demand 98% of normal. The farm wage level advanced 11 points from April 1 to July 1.

It was pointed out to the Board that unless the price to producers is advanced substantially and soon farmers will be able to continue supplying milk only by robbing the soil of its fertility, allowing buildings and equipment to depreciate, and working themselves and their families long hours in the face of shorter hours for industry.

In the same brief it was asked that the price of Class II milk be advanced to at least $1.75 per hundred pounds of 3.5 percent milk, f.o.b. the farm.

The reduction of 34 cents per hundred pounds which was ordered on April 16 was characterized as needless and a result of fear, especially as it applied to South Jersey. It followed the break in the New York price where control expired on March 31. The Board's attention was called to the fact that prices were held during this entire period in Philadelphia, Baltimore, Washington, Pittsburgh and many more markets.

Dealers Get 11 More Cents

In spite of these strong demands backed by undeniable evidence the price increase ordered by the New Jersey Control Board, effective August 1, returns to producers only 23 cents of that 34 cents which was taken away on April 16. The 11 cents was given to the dealers. We are waiting for the Control Board to say why.

Every milk producing farmer in New Jersey wants to know—has a right to know—the answer to that puzzle.

Spread Already Wide

Evidence indicates that the spread in South Jersey is substantially wider than in most markets. (See the comparison on page 15 which applies to July. August will be $0.235 cents wider.) Should it be a case of some dealers not being able to make a go of it with such a wide spread we feel that one of two things must be done (1) a similar exorbitant price should be allowed inefficient producers, or (2) steps must be taken to compel more efficient distribution with the inefficient milk distributors going the way of any other improperly operated business—out of business.

This last will take—we shall call it nerve—on the part of the Board but such action is that Board's duty to producers, to efficient distributors and to the consuming public.

Restore Board to Producers

Let's get the New Jersey Milk Control Board back to its original function of helping New Jersey milk producers. The place to start is by giving to producers the other 11 cents taken away from them on April 16.

Control Brings Pressure Groups

INCREASED CONTROL of the dairy industry by state control boards is predicted by H. B. Steele, secretary of the Dairymen's Cooperative Sales Association, Pittsburgh.

Mr. Steele made this forecast before the conference on dairy cooperatives at the American Institute of Cooperation, held at Iowa State College in June.

"As I see the situation, state milk control—with respect to the bargaining cooperatives—has done chiefly one thing," Steele declared. "It has transferred the arena of milk bargaining from the conference room where prices have been negotiated as between the cooperatives and the buyers to the Public Hearing Platform, wherein a third party representative of all interests —including the consumer—sits as the final arbiter or umpire."

From an economic standpoint, Steele pointed out that governmental regulation is relatively new in the United States. There has been regulation for a long time of standards of production and distribution, sanitary conditions and tariff —all of which were designed for the protection of public health.

"Perhaps the greatest problem that lies before the cooperative and the State in the problem of milk control is that of developing efficient distributing groups," he said. "Where margins are fixed by state regulation the tendency to develop efficient production and efficient distribution is somewhat nullified."

He also warned since the state is a political entity, the cooperative dairy farmers must see that they are well represented.

"More than ever before the dairy cooperative must acquaint itself with the methods and influences of all other groups, and the pressures which these other groups exert upon the forces of State Government—both in the enactment of milk control regulations and in the enforcement of these regulations once enacted," he declared.

"The state represents society as a whole, and as such we must recognize the existence of 'pressure groups' in our system of government. These 'pressure groups' may be farmers, milk dealers, organized labor, or any other element which is vocal and which influences the ballots in the State."

Do It Gently

Except in a few "Inter-State" communities there is still a scattering of "unorganized" producers. Talk to them. Point out that, as the Dutchman said, "Ve farmers must togedder shtick." Drop a kernel of cooperative wisdom in their ears whenever there is a chance and they will soon be fellow members of the Inter-State Milk Producers' Cooperative.

Express Fear of Fall Shortage

IS STILL too early to foretell whether there will be a shortage of milk this fall. There is, however, some concern over this possibility. Milk dealers have been fortifying themselves against a shortage by taking on dairies during June and July even though the milk was not needed at the time.

Also, with the fluctuations between spring and fall production ibecoming more violent each year since 1934, we might expect a low producton this coming fall as a natural swing from the unusually high production the past spring.

That this trend may possibly result in a shortage again this fall is evidenced by the following letter, recently sent all producers supplying Abbott's Dairies, asking each one to make every reasonable effort to maintain production at a certain level from September through December. The amount, in each case, is based on the average daily deliveries during the same months of 1936.

ABBOTTS DAIRIES, INC.
PHILADELPHIA, PA.

July 27, 1937

Dear Sir:

Last year we asked our milk producers to keep their daily deliveries of milk up to a certain quota from August 1 to January 1. As a result we had enough milk to meet our requirements for all sales of dairy products during that period.

It was disappointing, however, to have production go so much higher, from December 1936 to and including May 1937, than it was for the same six months the previous year. The result was, a lower percentage of the milk delivered during this period was paid for at the class I price.

We had fewer producers this year than we had last year. The average production per farm, however, for the six months' period ending May 31, 1936, was 192 pounds as compared with an average of 222 pounds for the corresponding period ending May 31, 1937. This was an average increase of 15.6%.

We do not know whether our producers will continue to produce more milk than they did a year ago. To insure our having the quantity of milk which we will need from now until January 1, 1938, we will ask you to deliver daily, not less than ..... pounds. This quota represents the average of your daily production for the months of September, October, November and December, 1936.

We estimate we will have sufficient milk to meet our requirements for all purposes, if each producer will so handle his dairy as to deliver to us not less than his individual daily quota, at any time between now and January 1, 1938. If we do not have this cooperation from EVERYONE, it will be necessary for us to increase the number of dairies now selling to us. Additional dairies will increase our surplus milk for those months when production exceeds our requirements, thereby reducing your average price.

We will again look forward with much interest to the spirit of cooperation that we hope will be shown by our producers as a result of this request.

ABBOTTS DAIRIES, INC.
(Signed) J. A. Webb, V.M.D.

Lauterbach Boosts Farm Youth

FARM YOUTH! The hope of the dairy cooperatives! This was the banner unfurled by A. H. Lauterbach, general manager of the Inter-State, before dairy leaders, gathered from all parts of the United States, attending the American Institute of Cooperation held at Iowa State College in June.

"We must look ahead and plan to include tomorrow's farmers in today's activities," he declared. "In only a few years these youngsters will be our new members, and a sound educational program among them now will not only make them receptive to membership in our organizations, but will also train them in taking an active part in local leadership. The 4-H clubs and Future Farmers of America offer two splendid fields for such development."

For a cooperative to be successful, four fundamental objectives must be observed, in his opinion. They are:

1. The cooperative must sell the member's milk to the best advantage of the whole market.

2. The cooperative must render services to the membership which must make or save them money.

3. The cooperative must establish an organization which is legally and mechanically sound, efficient, properly financed, and properly managed.

4. The cooperative must collect essential market information and carry it back to the membership in such a way that the members will be fair in their demands for price and service, and intelligent in their activity with or toward the cooperative.

Mr. Lauterbach also listed the important factors greatly influencing the achievement of these objectives as being the supply of milk or cream available, the uniformity of milk production throughout the year, the trade practices followed, and the effectiveness of the cooperative's contact with the membership.

"Fluid milk marketing problems vary considerably in the different markets because of these factors," he declared. "In addition, state and federal milk control has entered the picture in many markets thus adding another influencing factor to the marketing problems of cooperatives."

●

Stitts Outlines Conditions Which Make Sound Market

The conditions necessary for a stable milk market were enumerated by T. G. Stitts, economist with the Farm Credit Administration, in his address before the American Institute of Cooperation. They are:—

1. Uniform buying prices for fluid milk should be maintained in the country—all dealers paying the same price for milk at the market. Hauling costs, methods of pooling the milk, the handling of the base production rating plan are all involved in what prices should be paid.

2. Resale prices should be on the same general level.

3. The market should have a practical scheme for the handling of surplus milk which will provide that all producers carry an equitable share of the surplus; with the allocation of the surplus to individual producers modified by location differentials, plans for compensating quality and evenness in production, and features needed for application to local conditions.

4. The price levels should be kept in adjustment with production within the supply area, such as the values of manufactured dairy products, and should be related to the general trend of prices within the market area. From time to time changes in prices should be made to adjust economic conditions.

Sure Pay

The 7871 members of the Inter-State Milk Producers' Cooperative are guaranteed payment for all the milk and cream sold under their agreement with their Cooperative.

Pointers On Utensil Care

Sterilization Greatly Reduces Counts

THAT THE right method of washing dairy utensils is an easy method was again brought to our attention recently through some literature supplied by a company making dairy cleansers and sterilizers. Briefly, the directions given by this company state that the first operation is to rinse utensils with cold water *immediately after use.* This removes the milk film which, if it dries on, requires a lot of scrubbing.

The second operation is to scrub the utensils with a stiff bristle brush, using a good, soapless washing powder and warm water.

Follow this with a warm water rinse which removes the last traces of the washing powder.

The fourth step is to sterilize the utensils just before milking, using a high quality chlorine sterilizer. This last step applied to properly cleaned utensils greatly reduces the bacteria count and practically eliminates trouble that is traceable to utensils.

The use of a chlorine sterilizer just before milking is especially appropriate for "A" milk producers, where the bacteria count must be kept as low as possible.

The proper procedure for sterilizing these utensils with a chlorine solution is to add the proper amount of sterilizing powder to about two gallons of water, rinse each milk pail with this solution then pour it through the strainer and rinse each can and can cover. When this simple job is finished the solution left over can be used in wiping cow's udders as it has a healing effect and it also will help prevent the spread of mastitis. Under no circumstances should the utensils be rinsed with water after sterilizing.

In showing the value of sterilizing utensils just before using, some Vermont experiments were cited in which the milk from unsterilized utensils averaged 133,200 bacteria per c.c. while the milk treated the same way except being placed in sterilized utensils averaged only 48,000. In another test the counts were reduced from 170,930 to 7,600, and in a third test, from 60,000 to 33,000. Tests made by Michigan State College show a reduction from 25,500 to 3,500 when the producers started sterilizing utensils with chlorine just before using.

Other tests showed that chlorine is more effective than hot water. The count, when the cans were sterilized with hot water, being 13,800 and with chlorine 4,500.

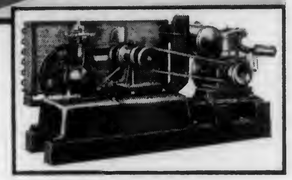
Sterilizing the milk cans just before using is important even if the cans are washed absolutely clean and then sterilized with steam. A test at the University of Illinois showed that in 12 hours time 10 cubic centimeters of rinse water (about one tablespoonful) could, at room temperature, contaminate the entire lot of milk placed in such a can with counts of 200,000 to 400,000 per c.c. (cubic centimeter).

There are numerous reliable chlorine sterilizers on the market and, as they vary in strength it is necessary that the instructions supplied by each manufacturer be followed carefully in preparing solutions for various uses. We urge producers who have had trouble with high bacteria counts or who are especially anxious to keep the quality of their milk at its best to give serious consideration to using chlorine sterilizers.

PROTECT PROFITS with MECHANICAL COOLING

M&E EST. 1866





Upper Illustration: M & E Compressor Model 725-MC. 2-cylinder, 1 h. p. motor.

Lower Illustration: M & E Compressor with gasoline engine drive for use where electricity is not available.

For low-count milk that commands premium prices you must have *dependable* refrigeration. M & E Compressors, automatic, engineered especially for dairy farm refrigeration, for use with all cooling and storage equipment, have proved their dependability. They are protecting quality and profits, guarding against spoilage and waste, on modern farms everywhere.

They will bring you efficient, trouble-free, low-cost, mechanical refrigeration at its best. They will quickly earn their cost, on large or small farms. Write for catalog with complete information on electric and gasoline engine powered models for all purposes.

SAVE 25% or MORE

M & E Compressors are sold direct from factory to local dealer, to user. This means substantial savings to you . . . savings that often make it both cheaper and better to buy new M & E units than to try to repair old compressors.

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We have the types, paper stock and experience— necessary to do a first-rate job economically.

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WE CAN HELP YOU

Write, Phone or Call

HORACE F. TEMPLE
INCORPORATED
WEST CHESTER, PA.

Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

For Sale—registered Holstein bull, Wye Oak King Alcartra, three years old, from T.B. accredited and Bang's tested herd. T. Donald Patterson, Gap, Pa.

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of June, 1937:

Butterfat Tests	3805
Plants Investigated (first half June)	28
(second half June)	20
Calls on Members	771
Quality Improvement Calls	28
Herd Samples Tested	423
Brom-Thymol Tests	372
Microscopic Tests	49
Membership Solicitation Calls	397
New Members Signed	70
Educational Meetings	10
Attendance	376
Local Meetings	5
Attendance	102

Make it a point to patronize REVIEW advertisers whenever you can.

Production Shows Decrease

THE HOT WEATHER in the early part of July had a double effect on the milk market. It not only decreased production rather sharply but also tended to increase the demand for cream and ice cream. It appears that production is still in excess of a year ago.

The feed situation is not very encouraging at the present time; prices as of July 15 were still substantially higher than a year ago and show only a small drop from the June quotations. With this situation existing it is feared that there may be a short supply of milk in the market in the fall and early winter.

Reports of deliveries to several dealers have been compiled and compared with similar figures for May and for June, 1936. We find that 6564 producers averaged 239 pounds daily in June, while in May 6565 producers averaged 243 pounds. This was a drop of 4 pounds or 1.65 percent per day per producer. In June a year ago 6949 producers, selling to the same dealers, averaged 228 pounds of milk daily. This represents an increase of 11 pounds per day or 4.82 percent as compared to a year ago.

Receipts of milk and cream as reported for the first four weeks ending in July show 586,668 forty-quart cans, or 4.19 percent more than for the corresponding weeks of 1936. Cream receipts during the same period total 20,878 cans, an increase of 43.8 percent over corresponding weeks of 1936. Fluid milk prices are being increased in New Jersey on August first from $2.45 to $2.68 per hundred pounds on Class I. The price of Class II in Pennsylvania was increased by $.22 per hundred pounds effective July 16. These changes, together with reduced production and higher Class I percentages should result in slightly larger milk checks for future deliveries of milk. It is too early to forecast the effect of the milk wagon drivers' strike in Philadelphia upon the deliveries and Class I percentages of the dealers affected. No accurate appraisal is available as to the loss in sales by the affected dealers or as to how much of this business has been transferred either temporarily or permanently to other dealers.

Other milk markets show an upward tendency in prices to producers. The Class I price at Boston was increased $.93 per hundred with the reinstatement of the Federal marketing order. A 35-cent increase was reported for the New York market and other increases were reported at Akron, Ohio, and Denver, Colorado. A slight decrease was reported at Hartford, Connecticut. There is also some unrest in the St. Paul market where a drop in retail price occurred. A 1-cent increase in retail prices occurred in New York and Boston.

Over the country as a whole a 3 percent increase in milk production has been reported, in spite of an estimated 2 percent fewer cows. What effect this will have on milk and dairy products supply and prices during the remainder of the summer is hard to conjecture.

Butter production is estimated at 193,000,000 pounds in June, a 2.47 percent increase over a year ago. The records for six months show a 1.14 percent decrease in butter production. The amount of butter in storage is somewhat higher than a year ago, while cheese storage stocks are also slightly larger. Butter prices have shown a slight improvement since June, New York butter averaging about 31.70 cents for July. The dried skimmilk market has been overloaded and prices are barely enough to cover cost of manufacture. As a result the prices paid for milk in many sections has been closer to the butter value than is common.

The evaported milk industry showed a record supply of manufactured goods on hand on July first. It is also reported that wholesale grocers have a large supply on hand. In spite of this situation the price was advanced $.10 per case on July 15. The industry reported 4 percent smaller output in June than a year ago but the production for the first six months is almost the same as for the same period in 1936. It is reported that the sales of evaporated milk have declined slightly during May and June, although for six months total sales are about even with the same period of 1936.

The cream price in the Philadelphia market has shown some improvement during July. Prices of Pennsylvania approved cream increased from about $16.50 per 40-quart can to about $18.00 toward the close of the month. Cream from unapproved sources averaged from $1.00 to $2.00 per can less.

For $4.00 I hire an auto to drive to a city 12 miles distant, and to return. At a cross road 6 miles distant, I take a passenger to the city and back to the cross road. How much should he pay?

Don't look—but the answer is $1.00.

The right use of money is all the advantage there is in having money.

Milk Prices in Various Markets*

Retail prices, producer prices of Class I milk of 3.50% butterfat, and distributors' spreads, compared.

Market	Retail Prices Paid by Consumers per qt.	Retail Prices Paid by Consumers per 100 lbs.	Division of Consumers' Price To Producer	Division of Consumers' Price To Distributor
Philadelphia	12¢	$5.58	$2.88	$2.70
Pittsburgh	13	6.045	3.05	2.995
Boston	13	6.045	3.18	2.865
Providence	13	6.045	3.20	2.865
Hartford	14	6.51	3.23	3.28
New York City	12	5.58	*2.00	*3.58
Trenton	12	5.58	*2.45	*3.13
Wilmington	12	5.58	2.67	2.91
Baltimore	13	6.045	2.90	3.145
Washington	14	6.51	3.25	3.26
Richmond	13	6.045	3.07	2.975
Wheeling	12	5.58	2.47	3.11
Cincinnati	13	6.045	2.55	3.495
Akron	12	5.58	2.50	3.08
Madison	11	5.115	2.70	2.415
Milwaukee	12	5.58	2.71	2.87
Omaha	11	5.115	2.26	2.855
Kansas City	13	6.045	2.58	3.465
Spokane	11	5.115	2.16	2.955
San Francisco	13	6.045	2.52	3.525

The "prices to producers" as quoted apply to milk of 3.5% butterfat delivered f.o.b. the dealers' plants. Producers must stand receiving station costs and the cost of transportation to market except at Trenton where the price is f.o.b. the farm and New York City where it is f.o.b. the 201-210 mile zone. In addition, the cost of any extra butterfat above 3.5 percent, as delivered to consumers, is borne by the distributor and is added to the return to producers. This may vary from 0 to 25 cents, usually 4 to 10 cents, per hundred pounds of standard market milk.

Feed Price Summary for June, 1937

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	July, 1937 ($ per Ton)	July, 1936 ($ per Ton)	June, 1937 ($ per Ton)	% Change July, 1937, compared with July, 1936*	% Change July, 1937, compared with June, 1937
Wheat Bran	37.61	34.38	41.28	+ 9.39	- 8.89
Cottonseed Meal 41%	48.13	42.40	49.61	+13.51	-2.98
Gluten Feed 23%	39.52	33.78	42.80	+16.99	- 7.66
Linseed Meal 34%	43.83	42.60	46.17	+ 2.89	- 5.07
Corn Meal	50.50	39.89	50.88	+26.60	- .75
Mixed Dairy Ration: 16%	39.24	32.75	40.47	+19.82	- 3.04
24%	45.26	39.45	47.56	+14.73	- 4.84
32%	46.33	46.80	50.71	- 1.00	- 8.64
Alfalfa Hay	27.50	.....	29.50	.....	- 6.78
Dry Brewers Grain	32.93	.....	36.68	.....	-10.22

*Mailing list revised January, 1937, therefore comparisons are not made on same dealers.

Some slight relief from high feed prices is evident in studying July 15th feed price quotations in Inter-State territory. All feeds showed a decrease from June as based on the average of all quotations received, the decreases ranging from three-quarters of one percent on corn meal (38 cents a ton), to 10.22 percent on dry brewers grains, the average of all feeds being less than 6 percent.

This decrease, however, is a normal trend each summer as the new crops come onto the market.

A comparison with prices of a year ago shows that July, 1937, feed prices were substantially higher. Only one of eight feeds on which comparisons are possible showed a drop and that was for high protein dairy ration which was 1 percent (47 cents a ton) cheaper. Other feeds ranged from 2.89 percent ($1.23 per ton) higher for linseed meal to 26.60 percent ($10.61 per ton) higher for corn meal. The eight feeds averaged 12.86 percent higher than last year, amounting to $11.28 outlay now for the same feeds that $10.00 would have bought a year ago.

Boys and girls occupy an important place in the spotlight at the twelfth annual Cumberland County Dairy Cattle Show, to be held August 4-6 at Mt. Holly Springs.

A fitting and showing contest, a dairy cattle judging contest and the summer round-up of two calf clubs are important features.

Time destroys the speculations of Man, but it confirms the judgment of nature.

Grange Conference Planned

"Meeting the Challenge of Rural Citizenship" will be the central theme of the eleventh annual Grange Lecturers' Conference to be held at New Brunswick, New Jersey, for four days, beginning August 10, with several hundred Grange leaders present from New Jersey, New York, Pennsylvania, Maryland, and Delaware.

In its approach to that problem, Grange lecturers have planned a program that stresses youth and rural citizenship, the home and rural citizenship, families and their neighbors, and the community and rural citizenship.

In addition, consideration will be given to the influence on rural citizenship of religion, education, music, dramatics, home activities, and community health measures.

●

Honors To Farm Students

Four weeks of special study await 37 outstanding agricultural college students during August. These students are winners of the Danforth fellowships and will be given special training in agricultural and commercial leadership.

The awards are made annually by Wm. H. Danforth, president of Purina Mills, and include J. M. Babcock of Pennsylvania State College; Wm. H. Conkle of West Virginia University; and A. Z. Gottwals of the University of Maryland.

One week will be spent at the Purina Experimental Farm, one week in St. Louis and two weeks at the American Youth Foundation Camp at Shelby, Michigan.

Barber: "What's the matter? Ain't the razor takin' holt?"

Victim: "Yeah, it's taking holt all right, but it ain't lettin' go again."
—*Punch Bowl.*

JULY '37, BUTTER PRICES

Date	92-Score Solid Pack Philadelphia	New York	Chicago
1	31.00	31.00	30.00
2	31.00	31.00	30.00
3	31.00	31.00	30.00
6	31.50	31.50	30.50
7	32.50	32.00	30.50
8	32.50	32.00	30.50
9	32.50	32.00	30.50
10	32.50	32.00	30.50
12	32.50	32.00	30.75
13	32.75	32.25	30.75
14	32.75	32.25	30.75
15	32.50	32.00	30.75
16	32.00	31.50	30.75
17	32.00	31.50	30.75
19	32.00	31.50	30.75
20	32.25	31.75	31.00
21	32.25	31.75	31.00
22	32.00	31.50	31.00
23	31.75	31.25	31.00
24	31.75	31.25	31.00
26	31.75	31.25	31.00
27	32.25	31.75	31.00
28	32.25	31.75	31.00
29	32.25	31.75	31.00
30	32.25	31.75	31.00
31	32.25	31.75	31.00
Average	32.08	31.65	30.72
June '37	31.10	30.94	30.00
July '36	34.10	33.57	33.41

As Costly As Taxes

It is a common practice in Maryland for dairy farmers to run their cows, over the winter, in uncovered yards, allowing the manure to accumulate until spring.

In the western part of the State, yards are generally cleaned in March or April. On the Eastern Shore, it is customary to leave the yard-cleaning until mid-summer, on some farms even until August.

Ralph A. Hayne, writing on this subject, states that:

"The Ohio Experiment Station found that fresh manure exposed in the open yard from January to April lost from 40% to 60% of its potash; 30% to 40% of its nitrogen; and 15% to 25% of its phosphoric acid, in other words, it lost half of its fertilizing value. Applying prices paid for these elements, in commercial fertilizers, the small farmer having 4 horses, 10 cows, 20 hogs, and 30 sheep, would lose in round numbers $115.00 by this system of handling manure.

"If this amount of money were added to his farm tax bill he would let out a yell."

What this loss would be by August, I do not know.

The dairy farmer, especially, needs to adopt better methods of handling manure; to conserve fertility, to abolish a breeding place for flies, and to comply with regulations of all boards of health, relative to the conditions of yards and pounds.

The best method of conserving the fertility in manure is to haul it to the fields daily, whenever this is at all possible. The sooner it is mixed with the soil, by plowing or disking, the less loss there is in plant food.

The yearly value of manure per cow is about $25.00. If half of this value is lost by poor management, then the man with 20 cows is out about $250.00.—*Maryland Herd Improvement Association News Letter.*

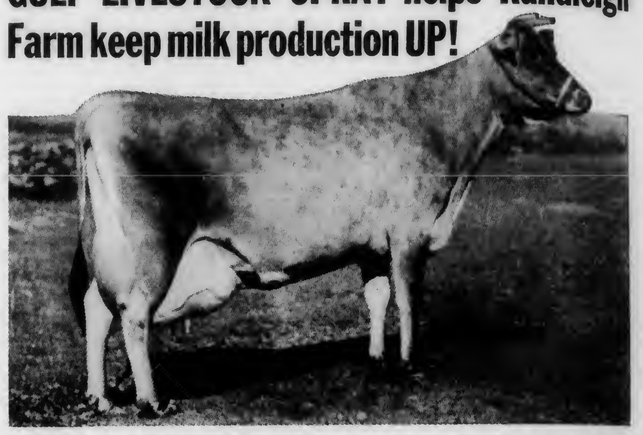
●

Praise for Milkmen

Mrs. Wilbur E. Fribley of Chicago, president of the Housewives' League, told the convention of the International Association of Milk Dealers, that, "After making a survey to find out what homemakers think about the milkman in many leading states I learned that the average housewife feels absolutely assured that the milk will appear every day, regardless of weather. which surely speaks well [illegible] performances."

M. C. Bond,
Agr. Econ. Building,
Cornell University,
Ithaca, N. Y.

GULF LIVESTOCK SPRAY helps Randleigh Farm keep milk production UP!



"We have used Gulf Livestock Spray on our Jerseys for several years with excellent results," says T. E. Grow, Randleigh Farm, Lockport, N. Y.

"We feel it has been a distinct aid in enabling us to maintain our high standard of milk production during the summer months."

Above is Randleigh Farm's *Killingly Torono Lass*, World's Champion Jr. 4-yr.-old for 305 days. R.O.M. record: 15,556 lbs. milk, 882 lbs. fat.



SAVES YOU MONEY. "I have been using your Gulf Livestock Spray for several years, and I find it to be the most economical, because it retains its effectiveness for a longer period of time than any other spray I have used." (signed) I. T. Davis, Atlanta, Ga.

Gulf Livestock Spray kills blood-sucking flies, lice, ticks—repels stable and horn flies—keeps cows quiet and contented. One spraying lasts all day.



HERE'S HOW MILD IT IS! You can gargle Gulf Livestock Spray without irritating or harming the delicate lining of your throat. Being this mild, it simply *cannot* blister an animal's hide or harm its hair. The truth is, it gives the coat a handsome bloom.



IT WON'T TAINT MILK. Rudolph Muller writes us, "Gulf Livestock Spray will not leave a bad odor . . . It scarcely has any odor at all . . . and will not contaminate milk." —Mr. Muller also adds, "Since using your Gulf Livestock Spray, my milk production has increased 18%."

NEW LOW PRICES— SAME HIGH QUALITY

Gallon can, $1.19
5 "-" pail, $4.95.
[illegible] drums.



FREE! Farm and Ranch Bulletin, No. 1, of the Gulf Research and Development Company, "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs and Cats." Write Gulf Petroleum Specialties, Pittsburgh, Pa., and ask for your free copy.

[illegible] LIVESTOCK SPRAY

[illegible]hen buying products advertised on these pages, please mention that you saw the advertisement in the Milk Producers' Review

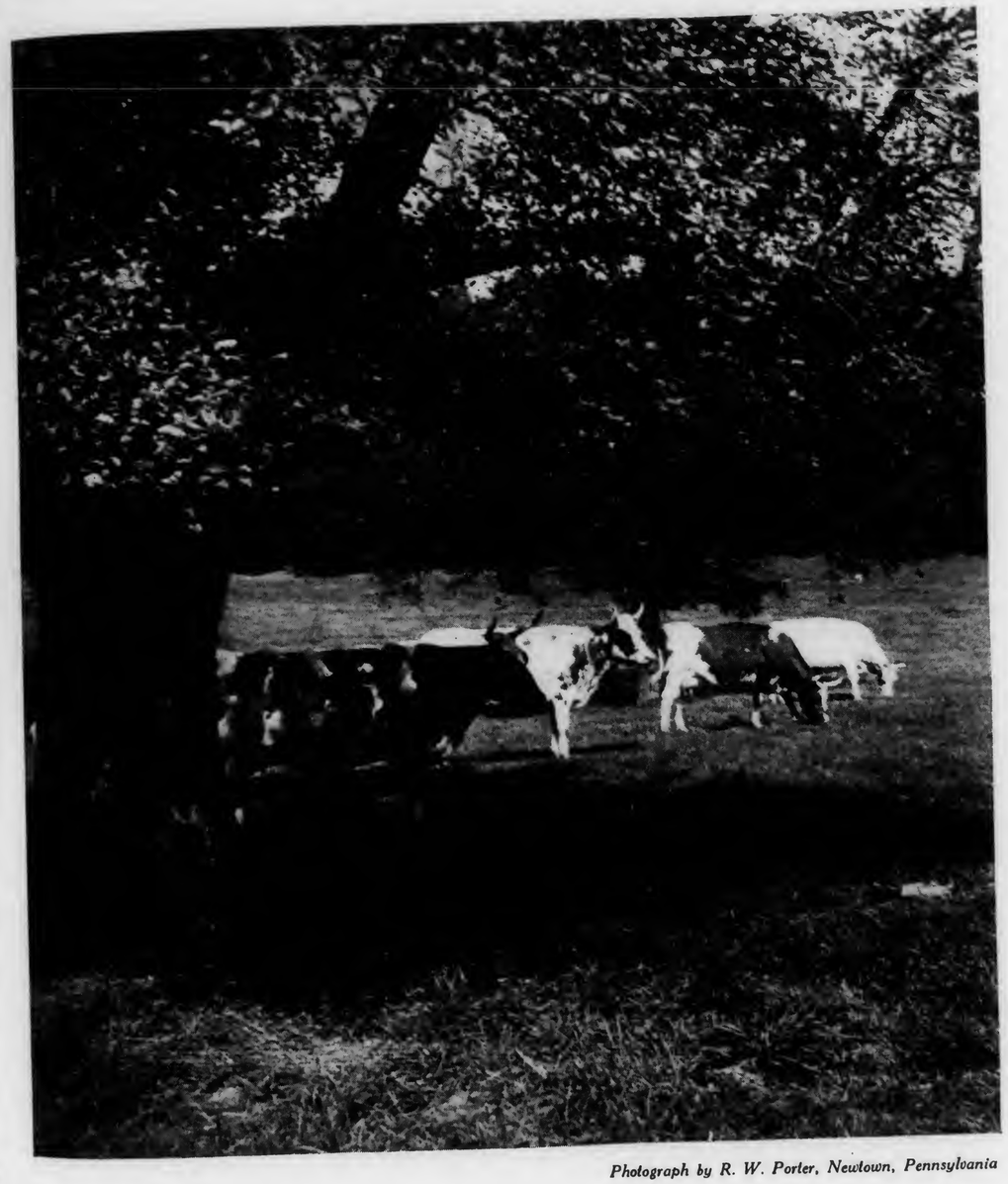
INTER-STATE

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., September, 1937 No. 5

RECEIVED SEP 4 1937 Agricultural Economics Exposition



Photograph by R. W. Porter, Newtown, Pennsylvania

Ayrshires At Pasture On Neshaminy Farm

No One Ever Outgrows The Need For Milk

THERE HAS been a great deal of discussion within recent years as to whether there are certain points in life during which the individual needs more milk than at other times in order to meet body requirements.

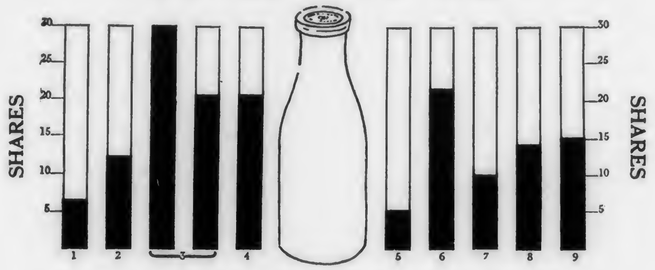
Within recent months scientists have challenged the theory that those children in their teens, for example, need less milk than young children. These scientists whose studies are reported in "Nutrition Abstracts and Reviews" are showing that actually an increasing amount of milk is needed by a young person throughout the growing period.

The latest findings give added support to the slogan "No One Ever Outgrows the Need for Milk", which happens to be the title of a piece of Dairy Council literature on this subject. It is pointed out in this leaflet, prepared for consumer education, that such men as Drs. McCollum and Becker in their book on "Food, Nutrition and Health" are saying "*Everyone* should take daily throughout life approximately the equivalent of a quart of milk. Some of this may be taken as a beverage, or in ice cream, cream soups, creamed vegetables, custards, buttermilk, etc. As a nation we are taking about half this amount".

Statements of this kind from our leading scientists in nutrition deserve the consideration, not only of the city consumers among whom this leaflet is being distributed by the Dairy Council, but of those of us who are actually milk producers. The comment has been made from time to time that, although we produce milk, in many cases we and our families are not using it in proper amounts and in some cases not at all. Instead, too often we sell all of our milk only to be forced to buy other food to take its place and which actually costs us far more. The accompanying chart shows what a large proportion of our daily nutrition requirements a quart of milk actually contributes.

With so large a portion of the daily need met with one quart of milk it is a comparatively simple matter to complete the remainder with the addition of an ordinary amount of fruits and green vegetables. This is why milk, fruits and vegetables are commonly known as "the protective foods". If your family is being provided with these three you can rest assured that you have done the best possible for them as "a provider", and meats, cereals and other foods may be added as desired.

WHY MILK IS AN "A" FOOD



BECAUSE 1 QUART OF FRESH MILK CONTRIBUTES TO THE DAILY REQUIREMENT:

1. Approximately 1/4 of a man's **ENERGY** requirement..... 7 Shares
2. Over 1/3 of a man's **PROTEIN** requirement—(of excellent quality)... 13 Shares
3. More than a man's **CALCIUM** requirement—(all of a child's)..... 51 Shares
4. Over 2/3 of a man's **PHOSPHORUS** requirement..... 21 Shares
5. Nearly 1/6 of a man's **IRON** requirement—(of excellent quality)..... 5 Shares
6. Over 2/3 of a man's **VITAMIN A** requirement..... 22 Shares
7. Over 1/3 of a man's **VITAMIN B** requirement..... 10 Shares
8. Nearly 1/2 of a man's **VITAMIN C** requirement..... 14 Shares
9. 1/2 of a man's **VITAMIN G** requirement..... 15 Shares

Milk also contains Vitamins D and H, but the requirement for these has not yet been established.

Milk contains all the minerals; its protein and iron are of the most excellent quality.

Standard of 30 shares is for an average man weighing 154 pounds.

Tho a child's standard varies with his age, all growing children need 43 shares of calcium.

Reference: M. S. ROSE—"Foundations of Nutrition".

If You Have Six Cows

What is the difference, a reader asks the *Chicago News*, between socialists, communists and fascists? We thought we had answered that. We have tried to do so, not once, but several times. Maybe we used long words. So we try again this time with a concrete example. We did not invent the example; it came to us from Europe, and must be authentic. Here it is: Question, what is the difference between socialists, communists and fascists? Answer: If you have 6 cows, the socialists take 3 and leave you 3; the communists take all 6; the fascists leave you all 6, make you feed them but they take the milk. Now is that clear?—*Stock Yards Daily Journal.*

●

Henlopen Club Wins Delaware 4-H Contest

The demonstration team from the Henlopen 4-H Dairy Club of Sussex County won the Delaware State 4-H Dairy Demonstration Contest, which was held at Harrington, Delaware, on July 29. The members of this team are Malloy Vaughn and James Hudson, James being from an Inter-State family.

These boys did an excellent job in demonstrating the proper method of fitting dairy animals for the show ring. During the fifteen minutes required for the demonstration they showed and described the various steps to take in getting a dairy animal ready to look its best when led into the judging ring. This included instructions on feeding and care of the animal during the few weeks before showing, the washing and clipping of the animal, trimming of the hoofs and horns and polishing of the horns. They also demonstrated the proper method of teaching a dairy animal show ring posing.

As a result of winning the state championship these boys will be awarded a trip to the National Dairy Exposition at Columbus, Ohio, October 9-16. Their expenses on that trip will be paid by a dairy firm of national prominence, while the Inter-State Milk Producers' Cooperative extended considerable help to this and the other six teams in the contest during their training period and in preparation of material for the contest.

Cooperation defined: "Cooperation is adjusting ourselves so others can work with us." To this might be added the statement that we must then go half way to work with the others.

Organized Labor and Strikes

DURING LATE JULY and early August a milk drivers' strike was experienced in the Philadelphia area, costing milk producers hard-earned money. Naturally, our Cooperative is not opposed to labor organizations but we regret any situation which disturbs the industry. We know from experience that only through organized groups, rather than as individuals, can either producers or laborers cope with many of the problems faced today.

Our Cooperative takes a great deal of pride in being able to say that no producers' strike has ever been called in the Philadelphia market and it is our ambition to maintain this record.

We have laws in this country which make strikes valid and at times this weapon seems to be the only one available to labor in order to gain just demands. We feel, however, that strikes and strikers should be considerate in their demands and in their methods. We must deplore the methods sometimes used by labor unions in promoting strikes even as we deplore the wages and working conditions sometimes imposed by employers and which make fertile breeding grounds for strikes. We also deplore on the part of some of our public officials their lack of enforcement of law and order in protecting the interests of all concerned in a strike—the public especially, the strikers and employers secondarily.

The following statement, made by a prominent public official is to the point:—"The right to work is sacred. The right to strike is equally valid. Those who want to return to their employment shall enjoy that privilege without being molested. Those who wish to remain on strike certainly are entitled to do so and to continue any and all lawful practices."

When there is so much talk of war and strife all over the world, let us in this nation of all nations not forget the Golden Rule.

A. F. Lauterbach

Shall It Be A or B?

Much has been said among milk consumers as to the difference between the A and B grades of milk, some having the idea that there was little difference except in the cap and the name; but this is not so. It is a fact that the B grade is a safe and satisfactory product, much better than any milk produced in the old days; and that the difference between it and the A is largely a matter of handling; but it is also a fact that the A milk is richer in butterfat content, a factor that makes it more expensive and actually worth more money.

The A grade milk is more carefully produced and handled all along the line, and those who are particular about their food can rest assured that they are getting a much greater value both in richness and processing. The requirements for A grade include many additional inspections of herds and dairies, a premium on cleanliness in every stage of production, and it is said that there can be no better milk sold at any price or under any process than the grade A milk sold in Atlantic City.

One of the things that add to the cost of milk is the constant laboratory control practiced. The larger dairies have their own laboratories and tests are made continuously throughout the day in every step of the handling so that not only is the purity of the milk assured in the dairy, but a check is kept on the producer so that he cannot relax his vigilance or his precautions for a moment. If he does, it shows up immediately under the microscope, and he soon ceases to supply the dairy that finds him slipping.

These paragraphs which so clearly state the facts about A and B milk are a part of a longer article, written by Frank M. Butler, which was carried in the Atlantic City Press on August 15. It is well to recall that the same standards for A milk prevail in Philadelphia as in Atlantic City. "A" Producers, why not clip this and keep it handy for discussing A milk with your neighbors and friends?

●

Music and Dramatic Contests Start Soon

"Some think this world is made for fun and frolic, and so do I," are the opening words for an old favorite song. Apparently thousands of our farm folks in Pennsylvania think there is room for at least some "fun and frolic" if we are to judge by the number who take part in the rural dramatic and music tournaments held every fall and winter. More than 300 rural organizations competed in these contests last year.

Plans are now well under way for the 1937 tournament. County contests are first held, the winners here competing in districts and the district winners coming together in a state-wide contest at Harrisburg in January. Separate tournaments are held for dramatics and for music. One-act plays are used in the dramatic tournament and vocal groups of three to eight members in the music activity.

Any adult organization may enter either tournament, competition being limited to such groups located in towns of less than 2500 population. Churches, Sunday schools, granges, parent-teacher associations, or any rural organization may participate. Inter-State locals are eligible and we have learned that numerous locals have found real talent among their members and families.

Groups which plan to participate should notify their county extension agent by September 20. Rules of the contests and suggested lists of plays can also be obtained from him. This material, of course, is suitable for similar use throughout the year.

Farmer: "If I were as lazy as you, I'd go and hang myself in my barn."

Hobo: "No, you wouldn't. If you were as lazy as me you wouldn't have any barn."

Egotists cannot converse—they talk to themselves only.

The annual meeting of Inter-State Locals is the real annual meeting of the Cooperative.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Inter-State Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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For You, Too

On another page is described a three day trip to Philadelphia as made by members of the Garden Spot chapter of the Future Farmers of America. They enjoyed the trip thoroughly and as a result of it they are now much better informed as to what happens to their farm products after starting through the channels of trade.

Your own Cooperative made practically all the local arrangements, obtaining concessions here and there, including free admissions to Shibe Park for the ball game. As a result the trip was not expensive to these boys.

It would be a real pleasure to arrange similar trips for any other groups of farm people. Age will make no difference except that perhaps high school age should be the minimum in most cases. Should any Inter-State members, county agents, agriculture supervisors in high schools, or others want to make such a trip, you organize your end, let us know about two weeks in advance as to dates and approximate size of the party. We will do everything possible to make it a real education to you with some pleasure mixed in.

●

TB Almost Cleaned Up

The map showing bovine tuberculosis in the United States is almost clean, 3,002 counties have been declared as modified accredited areas, signifying that tuberculosis has been reduced to less than one-half of 1 percent in those counties.

Of the 69 other counties of the country, infection has been reduced to less than 1 percent in 54 counties and between one and three percent in 10 other counties. Eradication work is being carried on in 61 counties at present. These counties are located in New York, New Jersey, South Dakota and California. All other states have been completely covered in this program.

●

Keeping On Learning

Learning does not stop with schooling. How to supply useful practical information to boys and girls of all ages, 7 to 87, occupied the attention of about 75 leaders at the second annual Pennsylvania Country Life Conference, held at Newton-Hamilton, August 23-26.

This learning might be called education, some call it adult education, but it requires none of the rigid formality of school room learning. Instead, results show that people in general and especially farm people, take more quickly to tying this continuation of learning to some activity which involves pleasant associations with neighbors and friends. In fact, many activities are designed primarily for pleasure.

The leaders attending the conference were well agreed that a better income should be sought by farmers because of the extra cultural and recreational activity which it will make possible. Any plan for activities among farm folks should, therefore, be planned to give out information on the business of farming, combined from time to time with cultural and recreational activities. All such work should appeal alike to young and old, men and women, for the interests of all members of the farm family are very much the same.

Annual Report On Way

When this issue of the REVIEW goes to press your Cooperative will have finished its first fiscal year, which closes on August 31. As the work of the old Association was not taken over until November 1 of last year, this report will actually cover just ten months of work.

The auditors from the firm of certified public accountants, who audit our books regularly, have already spent several days in the process of preparing our annual report of business done. This report will be completed by the middle of September and copies of it will be available for every member attending the annual meeting of his local this fall.

A real study is being given the preparation of this report so as to include every bit of important information and yet keep the report simple and readily understandable.

The Board of Directors is meeting on September 16, at which time all the field representatives will sit in with the Board for a thorough discussion of this report in all its details. It will be largely the duty of these men to carry this report to the local meetings this fall.

Having this report at the local meetings, the members of the Cooperative will be in better position to decide whether the organization has made a good account of itself during the past year. They will then be guided in the election of their local officers and delegates and, if they so desire, in the instruction of those delegates.

●

It Pays To Know

The dairymen who continue year after year to get the facts as to what their cows are doing now have the best producing herds. This observation is borne out in a report issued by E. A. Gauntt, extension dairyman with the New Jersey Agricultural Experiment Station.

His report shows that 384 dairymen who have kept records of their herds for only two years show an average of 316 pounds of butterfat annually per cow. The 183 dairymen who have been keeping these records for five years show a 326-pound average. The 44 who have kept records continuously for ten years have reached an average production of 346 pounds of butterfat per cow per year. Mr. Gauntt states that this shows a gradual increase in efficiency among those dairymen who have kept continuous records of their entire herds.

REVIEW advertisers will like to know, when you write them, that you saw their ad in the REVIEW.

Many Complaints On Tests

COMPLAINTS on low tests have come in thicker and faster this year than ever before. Members from all parts of the milk shed have been affected.

Repeated efforts to find the trouble have not brought results and these are being continued, in some cases with daily samples being taken for an entire testing period. Not only have tests been low but in many cases they have also been irregular as well.

It is common knowledge that the test of the milk from a cow will show variations and the test of all the milk from a herd will also vary but not as much as from a single cow. Most people also understand that a cow recently fresh and in heavy production will show a lower test than she will when well along in lactation and producing less. Also that the average test of a cow will not be the same each lactation period or during corresponding times in different periods.

Even these well known reasons for normal variations do not explain this year's trouble.

Reports from many parts of the country reveal that the Philadelphia milk shed is not the only one afflicted with unusually low tests. Similar reports come from the north of us from the south of us, and from the middle west. So many checks on tests have been made that we are convinced that proper testing methods are followed. The real reason has not been found here or in other milk sheds.

Additional evidence that there is a wave of low butterfat tests is found in the following table showing the average tests of 12 herds in the Garden Spot herd improvement association during the first six months of this year. It will be noted that June was the low month for six out of twelve of these herds and second low month for two more.

Herd Test Averages

January-June, 1937

Garden Spot Herd Improvement Assoc.

Herd	Jan	Feb.	Mar.	April	May	June
A	3.56	3.85	3.49	3.42	3.28	3.26
B	3.32	3.88	3.61	3.51	3.37	3.18
C	3.13	3.20	3.22	3.30	3.48	3.33
D	4.07	3.94	3.95	4.05	4.05	3.63
E	3.25	3.48	3.39	3.51	3.36	3.26
F	3.22	3.28	3.31	3.25	3.26	3.32
G	3.37	3.40	3.32	3.31	3.30	3.24
H	3.48	3.46	3 59	3.65	3.46	3.32
I	3.32	3.22	3.27	3.34	3.38	3.27
J	3.23	3.23	3.13	3.28	3.23	3.25
K	3.40	3.32	3.41	3.36	3.39	3.49
L	3.95	4.12	4.24	4.07	3.81	3.50

Price Rise Averts New York Milk Strike

A milk strike was threatened in the New York milkshed for September first, following the failure of milk dealers to agree to a reasonable increase in price to be effective on that date. The new Metropolitan Cooperative Milk Producers' Bargaining Agency met with the representatives of the dealers in New York on August 18 and were turned down in their requests for a 40-cent increase. The strike was averted, however, when a substantial increase was agreed upon.

The reception at this conference was so discouraging that the committee met the next day at Syracuse with delegates from all the cooperatives in the bargaining agency. After an all-day discussion of the situation it was decided that unless their demands were met they would strike on September first.

Plans were developed for thoroughly organizing their program so that the milk of all farmers would be taken care of in manufacturing channels, and that milk would be distributed to those dealers who would pay the price and to hospitals and others in great need of milk. This would be done with the farmers own cooperatively owned plants and equipment whenever possible.

Apparently the threat and the earnest preparations made by the farmers' representatives convinced the dealers of the need for a higher price and later in August an increase of $.35 per hundred pounds was agreed upon, with consumer prices going up $.01 per quart. This makes the producer's price $2.35 per hundred pounds of 3.5% milk, f.o.b. the 201-210 mile zone.

●

Drivers Strike Settled

The labor situation among dairy plant employees and milk wagon drivers has quieted during the past few weeks. The strike among Suplee-Wills-Jones Company drivers was called off when the company and the unions agreed to arbitrate their difficulties. The principle contention by the A. F. of L. union was that the Gold Medal Employees' Association was a company union. This point was referred to Judge Harry E. Kalodner for settlement and, after holding extensive hearings, Judge Kalodner ruled that it was a company union and, therefore, could not be recognized under the Wagner Labor Act.

Following that ruling the Supplee employees voted "yes" or "no" on whether they desired the A. F. of L. union to represent them in bargaining for wages and hours. The vote was 394 in favor of the union and 436 not wanting the union to represent them. About 50 employees did not vote. As a result, the drivers are working under the former wage and hour arrangements with no agency to bargain for them.

It is reported that the striking drivers of Delchester Farms were discharged because their demands could not be met. New drivers have been engaged and this firm is restoring routes as fast as the drivers are trained in the job of selling and delivering fluid milk to homes.

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4-H Pays Dividends

Congratulations are due the Yardville 4-H Junior Dairy Club of Mercer County, New Jersey. This club recently celebrated its 15th year of continuous activity. At least two of the better herds of dairy cattle in Mercer County are built largely around the progeny of heifer calves obtained by two of the club members in the early days of the club's work. The present club leader, Ernest R. Simpkins, was formerly a member of this club as was Howard J. Stelle, county club agent in Monmouth County.

Carl Schmidt is president of the club today and Lillian Tindall was chairman of the anniversary arrangements. Lillian's father is an active member of the Inter-State Cooperative while Carl's father was a member of the old Association.

This club was featured in the August issue of Extension Service Review, a publication describing outstanding extension work in all parts of the country.

National Milk Week has been set for November 14-20. Plans are under way to have every branch of the dairy industry push this event so as to stimulate the consumption of milk. More will be reported on this milk sales campaign in later issues of the REVIEW.

A distinguished visitor to an insane asylum went to the telephone and found difficulty in getting his connection. Exasperated, he shouted to the operator:

"Look here, girl, do you know who I am?"

"No," was the calm reply, "but I know where you are."

Directors will be elected in seven Inter-State districts this fall. This will be done by the delegates—but remember—you members pick those delegates.

Plan Custom Cow Clipping

Custom clipping of the cows in the milking herd, so as to meet board of health regulations, is planned for a thorough trial in parts of the Philadelphia milk shed during the forthcoming winter. The first trial will be made on the Eastern Shore of Maryland and in Delaware, especially in those sections where the number of electrified farms is small and where few farmers have individual clipping outfits either of the hand operated or electric types.

The plans call for motorized equipment which can be transported from farm to farm, power being supplied from a generator operated by a gasoline motor mounted on a truck. The charge will be small and the work will be done by parties trained for it whose skill will be increased through constant work.

Plans are being developed jointly by Clayton Reynolds, Inter-State field representative, and the fieldmen for the dealers operating in that territory.

Precautions will be taken to prevent any possible spread of dairy cattle diseases. This will require keeping the equipment clean and disinfecting those parts which may touch the animal or come in contact with the barn floor. Disinfecting will be needed as the work at each farm is finished. The cord from the generator can be disinfected with a coal-tar disinfectant or similar material. The makers recommend that the tips of the clipper blades be dipped in a similar solution after which the clipper head should be thoroughly oiled. Wood alcohol may be used also for this part of the job, also dipping the blade tips in the alcohol after each cow is clipped. Care must be exercised that these solutions do not get back into the working parts. A thorough cleaning is advised as each herd is finished.

The same precautions should be exercised with regard to the operators, especially their shoes as they go from farm to farm. Cleaning the shoes with a cloth dampened with disinfectant solution, then stepping into a shallow pan containing the solution will be ample protection from possible spreading of disease from farm to farm in this manner. The outer clothing must be kept clean also.

These or similar precautions will be specified in any agreements made with parties doing clipping work, but we suggest that each producer make it a point to see that they are observed.

One way to keep a body from becoming a busy-body is to keep a body busy.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of July, 1937:

Butterfat Tests	4294
Plants Investigated (first half July)	25
(second half July)	23
Calls on Members	959
Quality Improvement Calls	30
Herd Samples Tested	483
Brom-Thymol Tests	367
Microscopic Tests	78
Membership Solicitation Calls	743
New Members Signed	331
Educational Meetings	8
Attendance	713
Local Meetings	3
Attendance	63

Supplementary Notes To Price Table on Page 7

* Orders issued by the Pennsylvania Milk Control Commission quote prices on milk containing 4 percent of butterfat. All prices quoted here have been adjusted to a basis of 3.5 percent butterfat.

Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading and Tyrone markets.

† July only.

The June average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The August Class III price in Pennsylvania as set by the Control Commission is $1.25 per 100 pounds of 3.5 percent milk ($1.41 for 4 percent milk) f.o.b. dealers' plant or receiving station. Class III price for August in Maryland and Delaware is $1.15 for 3.5 percent milk.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Classification Percentages—July, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	*Class I*	*Class IA*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	68	...	30.6	1.4	73% of Class I
Baldwin	86	...	10	4	72% of Production
Blue Hen Farms	70	...	30	.....	
Breuninger	89	...	11	.....	61% of Production
Clover Dairy	73.09	...	11.66	15.25	
Delchester Farms	66	...	34	.....	
Engel Dairy	90	...	10	.....	
Fraims Dairies	77	...	16	7	
Hamilton	80	...	20	.....	
Harbison	74	...	14	12	58% of Production
Highland Dairy	85	...	15	.....	
Hoffman	49.4	9.3	41.3	.....	
Johnson	86.85	...	11.2	1.95	
Keiths Dairy	78	8	14	.....	
Martin Century	88.1	...	11.9	.....	78.3% of Production
Meyers Dairies	80	...	20	.....	78% of Production
Missimer	81	...	19	.....	
Nelson	64	...	24	12	
Oakland Farms	65	...	35	.....	
Scott-Powell	68	...	29	3	60% of Production
Supplee-Wills-Jones	*61.54	...	33.95	*2.76	47% of Production
Sypherd	78	...	22	.....	
Waple	81.9	7.7	.....	10.4	
Wawa	77	...	23	.....	

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price on about 8% of Class I milk delivered by Pennsylvania producers and in addition 1.75% of July milk was purchased at Class IV price. Class III percentage in Delaware and Maryland was 4.51.

NEW JERSEY

	Norm	*Cream*	*Excess*
Abbotts	100	.....	Balance
Castanea "A"	74% of Norm	26% of Norm	
		24% of Balance	76% of Balance
"B"	82% of Norm	18% of Norm	
		24% of Balance	76% of Balance
Scott-Powell	100	.....	Balance
Suburban "A"	69.0	31.0	
"B"	89.3	10.7	
Supplee-Wills-Jones	100	.....	Balance

Prices *3.5% Grade "B" Milk

July Averages and July and August Schedules. (Explanatory Notes on Page 6, Col. 3.)

Dealer	*Delivery Point*	*Average Price Paid in July*	*Class I Price July & August*	*Class II Price July 1-15*	*Class II Price July 16-31*	*Class II Price August*
Hoffman's Dairy	Altoona, Pa.	**$2.19**	‡$2.76	$1.47	$1.62	$1.67
Supplee-Wills-Jones	Bedford, Pa.	**2.00**	2.37	1.40	1.62	1.67
Peter Hernig	Boiling Springs, Pa.	**2.00**	2.48	1.42	1.64	1.69
Harbisons	Brandtsville, Pa.	**2.22**	2.52	1.42	1.64	1.69
Harbisons	Byers, Pa.	**2.22**	2.52	1.42	1.64	1.69
Harbisons	Carlisle, Pa.	**2.22**	2.52	1.42	1.64	1.69
Harbisons	Centerville, Md.	**2.17**	2.48	$1.41		1.55
Supplee-Wills-Jones	Chambersburg, Pa.	**2.05**	2.45	1.41	1.63	1.68
Highland Dairy	Chester, Pa.	**2.55**	2.88	1.47	1.69	1.74
Miller-Flounders	Chester, Pa.	**2.55**	2.88	1.47	1.69	1.74
Supplee-Wills-Jones	Chestertown, Md.	**2.04**	2.48	1.41		1.55
Scott-Powell	Clayton, Del.	**2.14**	2.50	1.41		1.55
Abbotts	Coudersport, Pa.	**2.02**	2.28	1.39	1.61	1.66
Abbotts	Curryville, Pa.	**2.09**	2.37	1.40	1.62	1.67
Scott-Powell	Dagsboro, Del.	**2.07**	2.40	1.41		1.55
Highland Dairy	Doe Run, Pa.	**2.49**	2.65	1.47	1.62	1.67
Supplee-Wills-Jones	Duncannon, Pa.	**2.10**	2.52	1.42	1.64	1.69
Abbotts	Easton, Md.	**2.12**	2.46	1.41		1.55
Delchester Farms	Edgemont, Pa.		2.88	1.47	1.69	1.74
Turner & Wescott	Glenroy, Pa.	**2.05**	2.55	1.43	1.65	1.70
Abbotts	Goshen, Pa.	**2.21**	2.53	1.42	1.64	1.69
Supplee-Wills-Jones	Hagerstown, Md.	**1.98**	2.39	1.41		1.55
Supplee-Wills-Jones	Harrington, Del.	**2.04**	2.48	1.41		1.55
Supplee-Wills-Jones	Huntingdon, Pa.	**2.04**	2.43	1.41	1.63	1.68
	Huntingdon, Pa.		‡2.65	1.47	1.62	1.67
Harbisons	Hurlock, Md.	**2.15**	2.46	1.41		1.55
Abbotts	Kelton, Pa.	**2.22**	2.55	1.43	1.65	1.70
Abbotts	Kempton, Pa.	**2.20**	2.52	1.42	1.64	1.69
Supplee-Wills-Jones	Kennedyville, Md.	**2.04**	2.48	1.41		1.55
Harbisons	Kimberton, Pa.	**2.22**	2.52	1.42	1.64	1.69
Martin Century	Lansdale, Pa.	**2.58**	2.88	1.47	1.69	1.74
Supplee-Wills-Jones	Leaman Place, Pa.	**2.14**	2.57	1.43	1.65	1.70
Supplee-Wills-Jones	Lewistown, Pa.	**2.05**	2.45	1.41	1.63	1.68
Sypherd Dairies	Lyndell, Pa.	**2.30**	2.52	1.42	1.64	1.69
Harbisons	Massey, Md.	**2.17**	2.48	1.41		1.55
Supplee-Wills-Jones	Mercersburg, Pa.	**2.05**	2.45	1.41	1.63	1.68
Harbisons	Millville, Pa.	**2.13**	2.40	1.41	1.63	1.68
Supplee-Wills-Jones	Mt. Pleasant, Del.	**2.04**	2.48	1.41		1.55
Supplee-Wills-Jones	Nassau, Del.	**2.01**	2.45	1.41		1.55
Scott-Powell	New Holland, Pa.	**2.22**	2.56	1.43	1.65	1.70
Abbotts	Oxford, Pa.	**2.22**	2.55	1.43	1.65	1.70
Abbotts	Philadelphia, Pa.	**2.46**				
Baldwin Dairies	Philadelphia, Pa.	**2.68**				
Breuninger Dairies	Philadelphia, Pa.	**2.74**				
Wm. Engel Dairies	Philadelphia, Pa.	**2.75**	2.88	1.47	1.69	1.74
Hamilton Dairies	Philadelphia, Pa.	**2.62**				
Hutt & Kempf	Philadelphia, Pa.	**2.40**				
Missimer Dairies	Philadelphia, Pa.	**2.63**				
Scott-Powell	Philadelphia, Pa.	**2.45**				
Supplee-Wills-Jones	Philadelphia, Pa.	**2.34**				
Abbotts	Port Allegany, Pa.	**2.02**	2.28	1.39	1.61	1.66
Scott-Powell	Pottstown, Pa.	**2.26**	2.61	1.43	1.65	1.70
Supplee-Wills-Jones	Princess Anne, Md.	**1.97**	†2.37	1.41		1.55
Abbotts	Providence, Md.	**2.14**	2.49	1.41		1.55
	Reading, Pa.		‡2.65	1.47	1.62	1.67
Supplee-Wills-Jones	Red Hill, Pa.	**2.14**	2.57	1.43	1.65	1.70
Breuninger Dairies	Richlandtown, Pa.	**2.41**	2.52	1.42	1.64	1.69
Sheffield Farms Co.	Rising Sun, Md.	**2.12**		($2.12 for all milk in July)		
Harbisons	Rushland, Pa.	**2.22**	2.52	1.42	1.64	1.69
Scott-Powell	Snow Hill, Md.	**2.03**	2.34	1.41		1.55
Abbotts	Spring Creek, Pa.	**1.99**	2.24	1.38	1.60	1.65
Harbisons	Sudlersville, Md.	**2.17**	2.48	1.41		1.55
Supplee-Wills-Jones	Townsend, Del.	**2.04**	2.48	1.41		1.55
Waple Dairies	Tyrone, Pa.	**2.45**	‡2.65	1.47	1.62	1.67
Wawa Dairies	Wawa, Pa.		2.88	1.47	1.69	1.74
Supplee-Wills-Jones	Waynesboro, Pa.	**2.05**	2.45	1.41	1.63	1.68
Blue Hen Farms	Wilmington, Del.	**2.37**	2.67	1.66		1.80
Clover Dairies	Wilmington, Del.	**2.35**	2.67	1.66		1.80
Fraims Dairies	Wilmington, Del.	**2.42**	2.67	1.66		1.80
J. Ward Johnson	Woodlyn, Pa.	**2.70**	2.88	1.47	1.69	1.74
Supplee-Wills-Jones	Zieglerville, Pa.	**2.14**	2.57	1.43	1.65	1.70

Additional July Prices—3.5% Milk

Keith's Dairy	Altoona, Pa.	$2.53
Farmers' Dairy Coop.	Christiana, Pa.	1.70
Oakland Farms	Fairview Village, Pa.	2.34
Nelson Dairies	Jeffersonville, Pa.	2.35
Lancaster Milk Co.	Lancaster, Pa.	1.82
New Holland Farms, Inc.	New Holland, Pa. (1-15)	1.80
" " " "	" " " (16-31)	1.85
Duncan's Dairy	Springfield, Pa.	2.55
Eachus Dairy	West Chester, Pa.	2.55

Secondary Market Activity

ALTOONA-HUNTINGDON

The marketing committee and market manager have been helping members straighten out inspection difficulties. This has included a more uniform interpretation of regulations and giving a definite understanding of requirements. Numerous dairies have been placed of recent weeks which had been shipping to dealers with a large surplus, thus helping stabilize the market.

A district meeting in Blair County is being planned for an early date, at which all members from the county (District 20) are urged to attend. A. H. Lauterbach, General Manager of the Inter-State, will be the featured speaker.

The market committee, together with the local manager, has petitioned the Pennsylvania Milk Control Commission for a restoration of the former price of $3.08 for 4 percent milk, f.o.b. the Altoona market. The present price is $1.96. The price of 3.5 percent milk is 20 cents less per hundred pounds. A hearing on this matter has been promised for as soon as it can be arranged by the Control Commission.

SOUTH JERSEY

The South Jersey committee was active during August with exhibits at the Salem County Fair at Woodstown and at the Gloucester County Grange Fair at Pitman where it cooperated with 4-H clubs in operating milk booths combined with educational displays. The 4-H boys sold 1426 half-pint bottles of milk, buttermilk and chocolate milk at the Salem fair but the wet weather spoiled both attendance and sales at Pitman. Milk coolers for use at the exhibits were loaned by refrigerator companies.

Considerable work was done in cooperation with a specialist from the New Jersey College of Agriculture in tracing down mastitis and ropy milk troubles in several herds. This work is continuing. Similar work is also being done in an effort to find the reason for low tests, the investigations to include every possibility from weather conditions to the actual sampling and testing.

Meetings are planned during the next several weeks with the producers supplying each of the distributors operating in the market.

WILMINGTON

Producers supplying the Wilmington Inter-State Milk Market will meet on September 16, at 7:30 P.M., Standard Time, to elect a marketing committee of nine producers for the coming year. This meeting will be held in West Wing, Old College Hall, Newark, Delaware.

The nominating committee, consisting of J. Norman Nivin, Landenberg, Pa.; Irvin G. Klair, Marshallton, Del.; Herbert Wilson Price, Newark, Del.; Hazel Price, Warwick, Md.; and Edw. Buffington, Rosedale, Pa., met on September 2 to make nominations and will accept further nominations for membership on the market committee until the day of the meeting. Nominations may also be made from the floor.

An extensive study of milk hauling in the Wilmington area is being made by the committee and their findings will be reported at the meeting. It is expected that this report will be of great interest to all producers. The meeting will also discuss work accomplished during the past year and other plans for the coming year.

New markets were obtained for nine producers during August, these producers also being signed up as members and having formerly sold to manufacturers or to non-cooperating dealers. Quality troubles of six members were solved during the month, thus saving the market for those members.

The market on the whole is reported as in good condition, with many dealers looking for more producers in order to guard against an expected milk shortage later in the fall.

TRENTON

The Trenton market committee is continuing to urge upon the New Jersey Milk Control Board the restoration of the other 11 cents which was chopped off the producers' price on April 16 and which was given to the milk dealers when the consumer price was restored on August 1. The market manager is also giving this demand his attention.

Plans are under way to obtain a more complete sign-up of producers supplying smaller dealers in the Trenton area, these plans also to include the obtaining of the cooperation of these particular dealers.

The norm adjustment committee continues to hold its regular monthly meetings at which any producer on the Trenton market may appear and ask for an adjustment in his norm. Any producer making this request is urged to bring complete production figures for his herd for the past year and also to bring any other facts and figures which will have a bearing on his request.

LANCASTER

The sign-up program in the Lancaster marketing area is continuing to make progress with some sections almost completely signed up. A big market-wide meeting is planned for shortly after Labor Day at which definite plans for organization will be taken up by the producers themselves. If they approve the starting of work in the market, committees will be elected to represent them in their conferences with buyers.

The members who attend their Local meetings run the Cooperative.

AUGUST, '37, BUTTER PRICES

Date	92-Score Philadelphia	Solid Pack New York	Chicago
2	32¼	31⅝	31
3	32¼	31¾	31
4	32¼	31¾	31
5	32¼	31¾	31
6	32¼	31¾	31
7	32¼	31¾	31
9	32¼	31¾	31
10	32¼	31¾	31
11	32¼	31¾	31
12	32¼	31¾	31
13	32½	32	31½
14	32½	32	31½
16	33	32½	31¾
17	33½	33	32¼
18	33½	33	32¼
19	34	33½	32½
20	34¼	33¾	32¾
21	34¼	33½	32¾
23	34	33½	32¾
24	34	33½	32¾
25	34¼	33¾	33
26	34¼	34¼	33
27	34¼	34¼	33
28	34¼	34¼	33
30	34¼	33¾	33
31	34½	34	33
Average	33.28	32.77	31.95
July, '37	32.08	31.63	30.72
Aug., '36	36.05	35.55	34.91

Clair and Clase Bardo picking up potatoes. Picture sent by their grandmother, Mrs. Chas. W. Eyer, Millville, Pa.





"Reno" quenching his thirst at the bird bath. Picture by Miss Frances L. Strock, Hagerstown, Md.

Glen Elwell and Henry Sherer, Newark, Delaware, are fitting this Holstein heifer for the show ring.



New York Dealers Assailed

THE New York milk market is making continued efforts to achieve some semblance of stabilization. The Rogers-Allen Bill enacted earlier this summer gives all producers an opportunity to get together through cooperative organizations and bargain with the buyers of their milk. Thus far this law has been used only in attempts to stabilize the New York City market.

This is a tremendous job and naturally many difficulties are encountered. Accusations are frequent that some dealers are doing everything possible to block progress. In speaking of this situation Senator Rogers, co-sponsor of the bill, told farmers attending a Dairymen's League picnic that some milk dealers "are endeavoring to undermine farmers' organizations."

Spreading Propaganda

He said dealers are telling farmers that it is unnecessary to join any central bargaining agency; that they will fare better dealing directly with the dealer than through a cooperative; that their milk will not be accepted if they join a cooperative, and making other statements designed to prevent farmers from organizing. One dealer, he said, is splitting his producers into several groups, so that one group will have a higher price.

The Senator said not all dealers are trying to take advantage of the farmers. But, he laid upon the honest element the responsibility of seeing to it that small groups of independent dealers do not wreck the program.

"If the large distributors permit a handful of chiseling dealers to destroy this law, and the good it can do, they had better all get ready to hang together.

"If this law fails, milk distributors will have a far more stringent regulation placed upon them than they have ever had in the past.

"The dairy farmer is not going back to that time when he was completely at the mercy of the man who purchased his milk.

"I have promised to sponsor a bill at the next session of the legislature which will make it illegal for distributors to interfere, directly or indirectly, with dairy farmers efforts to organize.

"I believe there is almost enough evidence now at hand to make it certain it is going to be necessary to take this step."

Tells Farmers To Organize

Senator Rogers urged the farmers to begin now to organize so that they can demand this kind of legislation from the next legislature. Reminding that when the milk dealer can make a profit nowhere else in his business he always takes it out of the price paid farmers for milk the Senator said:

"I do not care what organization you are in, keep steadfastly behind your chosen leaders. If you are under the banner of men who have stood the test of time, who have a reputation in agriculture, who have proven themselves honest, fearless and sincere, then give them the support they deserve. Do not be mislead by dealers' promises."

Join the Picture Contest

One dollar was paid for each of the three pictures reproduced above. The cover picture wins $5.00. These are the first awards being made in the photographic contest announced in the July REVIEW. *Other pictures have been received which will be used in later issues.*

Look over your snapshots; pick out the ones that have an interesting subject, an attractive background, and clear sharp outlines. Send them in, giving enough information to identify them, including your name, name of subjects in picture and anything else that will be of interest.

We want to use pictures in the REVIEW *and will favor those supplied by our own members whenever possible.*

South Jersey Milk Prices to producers at the farm for 3.5% milk: Class I, $2.68. Class II, $1.85. Class III, $1.31. Grade A, Class I, $2.68 plus butterfat and bacteria bonuses or $3.08. A Class II, $1.95.

Your Local meeting is important. Watch for the announcement of date and place.



For Farm Readers Who Are Parents

Build Children's Party Menus Around Milk

THE OLD IDEA that education ends with graduation is out-of-date. It is fashionable now for everyone to "study" — especially parents. Wherever parents are gathered together in parent-teacher groups or in mothers clubs an opportunity presents itself for talking about the importance of right food for growing children.

The Dairy Council has been prompt in utilizing this opportunity and developed some material particularly for the parents of very young children. On one occasion not long ago when the Dairy Council broadcast over the radio on the subject of "Wee Parties for Tiny Tots", several of the mothers who were listeners took the trouble to write in that the suggestions had been helpful. For this reason the Dairy Council is turning over some of this same information to parents who are readers of the REVIEW.

Those who specialize in child-training remind us that many good food habits are spoiled by the occasional "party" to which small boys and girls are from time to time invited. You no doubt have suffered from the "crossness" which so often follows these celebrations.

The Dairy Council is publishing the fact among city consumers that there is "a wrong sort" and "a right sort" of party for very young children. The wrong sort comes in the afternoon exactly at the time to spoil the appetite for the next meal, with a restless night to follow. The modern and right sort comes actually at meal time, preferably noon, with not too many children invited. First comes play-time, then meal time. A simple meal—as all meals for children should be—is served. Milk in simple forms is the basis of whatever is served. After the regular afternoon nap parents will find they are taking home a happy child rather than one whose nerves and stomach are both upset from the old-fashioned party of rich cake, and sandwiches, no nap and too long a stretch of excitement.

We reprint the following recipes from the Dairy Council recipe sheet, "Wee Menues for Wee Tots" which is being distributed in audiences where the Dairy Council gives a food demonstration to mothers of young children. Some of these recipes may give you an idea when the youngest in your own family is to have a birthday party.

Juvenile Chicken Pie

¼ c. yellow cornmeal — 1 c. boiling water
¼ c. Cream of Wheat — 2 c. milk
1 tsp. salt

Filling

1 c. cold diced chicken — ½ c. cooked green peas
½ c. cooked carrots — 1½ c. medium white sauce

Mix cornmeal and Cream of Wheat. Add salt to boiling water, stir in cereal slowly, boil until mixture thickens. Place in double boiler and stir in milk. Cook two hours.

Cream of Tomato Juice

2 c. tomato juice — 1 c. milk — ¼ tsp. salt

Have all ingredients cold. Place tomato juice in bowl. Add salt. Stir in milk with fork. Serve in punch glasses.

Cocoa Paste

½ c. cocoa — 1 c. boiling water
½ c. sugar — ⅛ tsp. salt

Mix above ingredients together—cook ½ hour in double boiler—allow 1 tablespoon cocoa paste to every cup of hot milk for cocoa.

The Birthday Cake

5 tbsp. Cornstarch — 3 c. scalded milk
⅔ c. sugar — 1 tsp. vanilla
1 c. cold milk — salt

Mix cornstarch and sugar with cold milk. Scald three cups milk in top of double boiler, add cornstarch mixture slowly, stirring constantly until smooth. Cover and cook 45 minutes. Remove from fire, add vanilla and salt. Turn into ring or angel cake mould (wet first with cold water). Set in cold place. When ready to serve, turn on bright platter and ice with plain whipped cream, decorate with gay colored candles. Serve as cake.

Jack Horner Cake

Select round deep bowl. Place sponge cakes or lady fingers, to which long colored ribbons holding simple favors are tied. Place cakes in bowl. Cover with white paper—heavy crepe paper—fasten well. (A ribbon tied around will hold it). Place small candles and holders the color of ribbons. This makes a unique birthday cake for very wee people.

Pennsylvania 4-H Winners

Clarion County has the state champion 4-H dairy demonstration team in Pennsylvania this year. The state contest was held at State College on August 12 as a part of the state club week activities. This is the first time in several years that a dairy demonstration contest has been held in the state, this year's contest being sponsored jointly by the Inter-State, the Dairymen's Cooperative Sales Association of Pittsburgh and the Dairymen's League of New York with a large membership in northern Pennsylvania.

Members of the winning team are Carl Rickard and Elmer Over, their demonstration giving a well-rounded presentation of the steps in handling and care of the cow, the cleaning of the equipment and its sterilization, and the care of the milk until it is picked up by the truck. The Potter County team placed second in this contest.

Club week this year attracted 1315 boys and girls, including 120 older boys and girls who attended the leadership training school which featured the first three days of the week.

The dairy judging contest was participated in by 13 teams with Bucks County coming out the winner. The team members are Harrison Myers, John Wright and James Homes. Harrison and John are from Inter-State families as is also Mabel Satterthwaite, alternate member of the judging team.

"How did they teach MacPherson to swim?"

"Pinned a five-dollar bill on his bathing suit and threw him into the water."

A man looking for trouble needs no search warrant.

Attend your Local meeting. Watch for the announcement.

Eisaman Named President Of Control Board Group

Delivers Forceful Address

MANY INTERESTING facts concerning milk control were stated by Howard G. Eisaman, Chairman of the Pennsylvania Milk Control Commission in a talk he gave before the National Association of Milk Control Boards at their annual meeting early in August. Incidentally, Mr. Eisaman was given a distinctive honor by the control officials from other states when they elected him president of their association.

Rather than attempt to report his speech or condense it, excerpts from the more important sections are given here for the information of REVIEW readers.

"There is no food product to which the consumer gives more attention, intelligently and otherwise, than he gives to milk. Years and years of careful, well laid sales promotional efforts on the part of commercial dairy interests, coupled with the widespread and intensive activities of health authorities in disseminating information relative to milk and its health properties, have made the public milk conscious as it is conscious of no other food product . . . ."

"Because of the milk consciousness of the average consumer, many an office seeker believes that he can row across the milky way into power with the effective appeal that milk prices to the farmer should be increased and the prices to the consumer lowered . . . ."

Getting Court Experience

"We are still cutting our eyeteeth in courts. . . . With milk control agencies, however, we do not have the benefit of such (public utility) legal history. It is necessary to make reactionary judges realize the meaning of social progress. It is necessary even to make progressive judges acquainted with the technical problems of the industry. . . ."

"Seasonal fluctuation in the production of milk presents a problem which is little short of baffling to many milk control agencies. Dairymen, as a whole, are not yet conscious of the absolute necessity of an all-year program of balanced production if they are to enjoy a steady year-round profitable income. . . ."

"Too many persons are producing milk today who should be applying their time and energy to some other agricultural vocations. Circumstances of environment, location, soil, climate, labor and other forces prevent the production of milk upon a normal profitable basis in many localities. Antiquated distributing practices in many markets present difficulties and handicaps. . . ."

"Another great handicap which I believe confronts many milk control agencies is our all too limited knowledge of the technical and economic details which surround the milk industry in its entirety. . . ."

"It would seem that our first objective in the promotion of successful milk control administration would be the reconciliation of the various conflicting interests. . . . We in Pennsylvania are exceedingly happy that we have been able to secure and maintain the wholehearted support and assistance of our organized producer groups and in our major markets we have been accorded a fine spirit of helpfulness from a substantial element of our dealer group."

More Facts Needed

"It is only through research which will reveal actual costs that we may ascertain where efficiency begins and where efficiency leaves off in the distribution of milk. We are today in Pennsylvania setting in motion a research bureau whose obligation will be to determine these as well as other costs.

"Also directly affecting the efficiency of milk distribution, and this presents a problem that is fraught with many hazards, are the number of dealers operating in a given market. By dealer is meant not only the pasteurizing dealer but also the so-called producer-distributor and the sub-dealer or bob-tailer. . . ."

"We have set a standard of financial worthiness. Those who meet the standard we shall license. Those who do not, we shall not license. Of course we are already in court over such a provision. Amusingly enough, the injunction proceeding attacking this provision of our act has been commenced by the very group of dealers who stand most to profit by the provision. The suit has not been commenced by fly-by-night dealers or by bob-tailers. It has been commenced by legitimate dealers who are always complaining that worthless dealers are taking away their business. This is the irony of milk control. . . ."

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Milk Bar

Almost in spite of itself, the milk industry moves along. Urged to establish dairy stores where people who love milk in spite of all the knocks it gets from its own people, could get a glassful, cold and delicious, the commercial establishments whose business is milk scorned the idea.

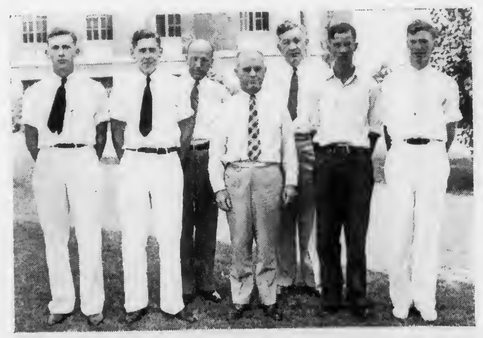
Today, in society's highest ranks, brave souls have wanted milk instead of the various alcoholic drinks offered them, and some were bold enough to ask for milk. So it is becoming stylish to have milk bars.

The most distinguished occasion which had a milk bar was the reception that followed the wedding of President Roosevelt's son to Ethel DuPont. There was a milk bar, and it was well patronized.

—California Milk News.

Prizes totalling $15,000 are offered on dairy cattle at the twenty-eighth National Dairy Show which will be held in Columbus, Ohio, October 9-16. It is expected that 1,000 animals will be on display representing the best from every section of the country.

The International Association of Milk Dealers will hold their annual meeting in Dallas, Texas, October 21-23. The 1936 meeting was held at Atlantic City.



The Pennsylvania 4-H dairy demonstration contest—Clarion County, winners, on left—Potter County, second, on right—Judges in center, D. J. Carter of Dairymen's League, H. E. Jamison of Inter-State and George Taylor of Pittsburgh Dairy Council.

District 26 Holds Picnic

More than 500 people turned out for the first annual picnic of District 26 of the Inter-State Milk Producers' Cooperative. This event was held on July 29 at Buchanan's birthplace and the entire program was given over to food and entertainment, except about one and one-half hours of speaking program. Childrens' contests, guessing contests for the young and old, and contests in which adults only participated occupied a good part of the day. Prizes for winners in these events were donated by 33 merchants from various parts of Franklin and Fulton Counties. Ice cream, 600 cups of it, was donated by Supplee-Wills-Jones.

Chairman of the event was D. E. Witherspoon, director from District 26 and speakers were introduced by B. H. Welty, president of the Inter-State.

First on the program was Howard G. Eisaman, Chairman of the Pennsylvania Milk Control Commission who stressed the great need for cooperatives in any milk marketing program. He stated, "No three men are capable of administering the affairs of the industry without the help and consultation of the cooperatives and others in the industry." He called attention to the greatly improved condition of the dairy industry in 1937 as compared to 1932 and 1933 and stated that much of this is due to careful planning with legislation to give direction to this planning.

Lauterbach Speaks

The other speaker was A. H. Lauterbach, general manager of the Inter-State, who told the members briefly about the growth of the new Cooperative and also stressed the need for control agencies and cooperatives working together. Mr. Lauterbach stated, "Competition and general demoralization of orderly marketing made it necessary, during the depression years, to pass laws, both Federal and State, to bring about stability in the milk industry. As a result there has been considerable concern on the part of some people as to the future of cooperative milk marketing organizations and it has been observed also in some instances that control officials feel that the cooperatives are trying to take over the functions of the regulatory bodies. I believe that this job is so big that there is room for both, provided there is the right kind of cooperation between the two groups."

This picnic was also featured by a milk bar conducted by the Future Farmers of America Chapter of Greencastle. Music for the picnic was furnished by the Mercersburg band and this was aided through the Snyder Sound System, which provided loud speakers.

Prizes Awarded

The list of prize donors and the winners follows:—

One hundred pounds dairy feed by Lemaster Elevator Co., won by Mary Ommert, Lemaster. Two prizes of 100 pounds dairy feed by B. C. Snider & Son, won by Elmira Hill, Mercersburg, and Gene Mellott, McConnellsburg. Ice cream freezer by J. F. Snyder, won by Kenneth Foust, Chambersburg.

Emergency brake extension handle by Harper Motor Company, won by Billy Kendall, McConnellsburg. Two prizes of 25 pounds calf meal by Walker Bros., won by Glenn Angle, Greencastle, and Jessie Lehman, Chambersburg. Safety Razor by Walker's Drug Store, won by Paul Hornbaker, Cove Gap.

Two prizes of 1 sack bran by C. L. Gish & Son, won by Jerry Glazer, Mercersburg, and H. C. Stinger, Williamsport, Md. Compact given by McLaughlin's Pharmacy won by Hazel Ryder, St. Thomas. Sack (100 lbs.) hog meal by Geo. L. Wolf Elevator, won by Geo. Hill, Foltz.

Sack (100 lbs.) dairy feed by Chamberaburg Grain Co., won by Edith Lenher, Greencastle. Can disinfecting powder by Farmers Feed & Grain Co., won by O. C. Etter, Shippensburg. Gallon can poultry and livestock spray by Farmers Feed & Grain Co., won by Janet Yaukey, Chambersburg.

Sanitary milk pail by Chambersburg Implement Co., won by J. F. Purnell, Knobsville. Electric iron by Enos Horst, Jr., won by Huber Hege, Pottstown. Gallon can disinfectant by Philip's Seed Store, won by Mary Thomas, McConnellsburg.

Sanitary milk pail by Morton & Harris, won by Leroy Stover, Chambersburg. Sanitary milk pail by Myers & Tritle, won by Mrs. Harry Shettler, Chambersburg. One hundred pounds hog meal by Geo. L. Wolf Elevator Co., won by Mrs. A. R. Foust, Greencastle.

Gallon can fly spray by Detrich's Elevator, won by Luther Wylie, Sylvan. Three boxes of strainer discs by W. H. Gluck, won by Mary Barclay, Dry Run; Dean Wagner, Mercersburg; and Kathryn Heinbaugh, Mercersburg. Twenty-five pounds poultry powder by Ray Stouffer, won by Mrs. Herman Glass, Chambersburg.

One box Voron cleaner by J. F. Fallon & Son, won by A. D. Brubaker, Mercersburg. Two 5-pound cans of cup grease by McCleary Oil Co., won by J. N. Royer, Mercersburg, and Miss Grove, Scotland. Two 5-pound cans of dairy cleaner by Gipe & Oyler, won by Mrs. John Shope, Dry Run, and Harold Dayton, Chambersburg.

Watermelon by Chas. Reeder, won by H. B. Hege, Mercersburg. Five quarts motor oil by Maun's Garage, won by Charles Beatty, Cove Gap, and J. H. Kendall, McConnellsburg, and three quarts of which were given as contest prizes. Four quarts motor oil by Thomas C. Gift, one of which was won by Laverne Stumbaugh, Williamsport, Md., and 3 quarts were given as contest prizes.

Ash tray and vase by Ray Barnhart, won by Scott Gordon, Cove Gap. Two gallons motor oi by C. E. Ommert, won by Harvey Mellott, Cito. Two gallons motor oil by Springer Bros., won by Olive M. Ryder, St. Thomas, Pa.

Five quarts of motor oil by F. R. Stickell, won by J. W. Steck, Fannettsburg, Pa. Order for 5 gallons gas by Grossnickle Chevrolet Sales, won by Belle Beatty, Cove Gap.

Order for 6 gallons gas by Johnson's Garage, won by W. S. Barclay, Dry Run. One box cleaner by J. F. Fallon & Son, won by Helen Layton, McConnellsburg.

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Cows In Good Flesh Will Give More Milk

Cows due to freshen during the fall months should be well fed now if maximum production and greatest profit during the winter months are desired, says Professor E. B. Fitts, dairy specialist at Pennsylvania State College. Good cows are hard-working animals during their milking period, and it pays well to give them a rest and prepare them for their winter's work.

Cows should be dried off about two months before freshening and if at all thin they should have full rations until a short time before the calf is due, Professor Fitts continues. If pasture is short there should be supplemental feeding of hay, silage, or some green crop, such as soybeans, corn, or sudan grass. In addition the cows should be given sufficient grain to get them into good condition. A good fitting ration is a mixture of 100 pounds each of corn meal, grounds oats, and bran, plus 50 pounds of oil meal. If pasture is abundant or if legume hay is used, the oil meal may be reduced in amount or omitted altogether.

Cows freshening in good flesh and well fed during the lactation period will give enough extra milk to pay twice over for all extra feed used to get them into good condition for freshening.

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Aluminum Paint Is Popular

Durability, covering capacity, and the ability to resist moisture penetration are making aluminum paints exceedingly popular for outside use on New Jersey farms, reports W. C. Krueger, extension professor of agricultural engineering at the New Jersey College of Agriculture, Rutgers University.

Aluminum paints may be purchased with the ingredients already proportioned and ready for mixing, or the materials may be bought separately and mixed as required. Special precautions as to quality of ingredients is urged by Mr. Krueger for those who plan to mix their own paints.

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Oranges X-Ray Inspected

If you eat oranges or lemons grown by members of the California Fruit Growers Exchange, your fruit has probably been x-rayed to insure that no inferior fruit got by the inspectors. This outstanding farmers' cooperative recently installed seventy such machines, each manned by four operators who have a trigger-like arrangement under each hand for pushing inferior fruit, as shown by the x-ray, off the traveling belt.

What a mortgage there must have been on that Idaho farm that sank 200 feet below the surface.

Your Local will elect its 1938 delegates at its fall meeting. Your vote counts only if you are there.

Man finds his highest happiness in promoting happiness in the lives of others.

Education That Pays

Three days of education that beat any three days they ever spent in the classroom were experienced by 20 boys from the West Lampeter High School when they came to Philadelphia in mid-August and saw what happens to their farm produce after it reaches some of our big processing plants.

These boys are all members of the Garden Spot chapter of the Future Farmers of America and many of the expenses connected with the trip were defrayed from the treasury of that organization. These boys expressed, in most cases, an intention to make farming their life work.

The first day of the trip was given over largely to sights of the city not so directly related to farming. This included a trip through the Zoo, a visit to the United States Mint, a big league baseball game between the Philadelphia Athletics and the Boston Red Sox, and a trip through a big newspaper publishing plant.

The second day included a trip to an abattoir, an ice cream plant, a cigar factory and the offices of the Inter-State. A lunch was served before leaving the abattoir and ice cream samples, including seconds and thirds, were given them at the ice cream plant. An interesting discussion was held by the boys at the Cooperative's office, these boys showing a keen and practical interest in our problems of milk marketing.

The confusion and babble of the fruit, vegetable and produce market on Dock Street started off the last day. The next was a stop at a famous soup factory in Camden where 10,000 persons are now employed, tomato soup being their biggest item at this time of year. A visit to a large commercial poultry farm in Montgomery County was their last stop.

The boys were dead tired when they got through their trip but it was plainly evident that every one of them enjoyed it thoroughly. Local arrangements were made by I. Ralph Zollers, Secretary-Treasurer of the Inter-State.

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Babcock Warns Against Furore for Cooperatives

Officials of sound agricultural cooperatives are concerned about the current furore for cooperatives which prevails in certain quarters, stated H. E. Babcock of Ithaca, N. Y.

Speaking on "The Future of Cooperative Organizations in the Northeast", Babcock said, "At present, cooperatives are all the rage with certain groups of our citizens. Generally speaking, these enthusiasts are an inexperienced, undisciplined, over-enthusiastic lot of people who can do sound cooperatives some very serious damage. We can't get in bed with a lot of wild-eyed enthusiasts but we can't ignore them. Their very interest and enthusiasm demands and justifies our helpful cooperation."

"Successful farm cooperatives in the Northeast must keep in step with changes and employ an aggressive personnel to meet competition and set the pace in the fields in which they operate," Babcock pointed out. "Patron members must assume the full responsibility of ownership and not demand excessive services," he added.

Common sense is the knack of seeing things as they are, and doing things as they ought to be done.



Blazing a New Trail in Test Cow Feeding

SEVERAL years ago we felt the need of a special ration for *Test Cows*. Two years ago we perfected such a ration. Careful tests with well-known herds convinced us that *maximum milk and butterfat production* is obtained from cows fed this ration.

We offer Beacon Test Cow Ration to you men with cows on test as a thoroughly proved ration, specially adapted to meet your needs. We urge you to try it. Match its results with those of the best ration you know.

Ideal for High Producing Cows

The *protein content of 18%* in Beacon Test Cow Ration is ideal for *high producing cows*. Five different protein concentrates, chief of which is linseed oil meal, are used to give variety and a balanced protein.

Beacon Test Cow Ration is *high in fat* (4¾%) and *low in fibre* yet it is a *light bulky feed* which your cows will like and handle easily.

While Beacon Test Cow Ration has been developed especially for test cows it may be used equally as well *for all the cows* of *any high producing herd.* Thus you need to buy only one feed for your entire milking herd.

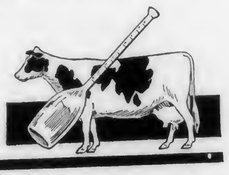
"The registered Ayrshire herd at Iroquois Farm, Cooperstown, New York, will be the first entire herd on official test to complete a year on Beacon Test Cow Ration. Iroquois Right Kind #121671 in 150 days has produced 10,019 pounds of milk and 394 pounds of fat. She will be their first cow to complete a a lactation record on Beacon Test Cow Ration."

Like all other Beacon Feeds, Beacon Test Cow Ration is made only of the *highest quality ingredients.* You can purchase our feeds from the Beacon Dealer near you.

THE BEACON MILLING COMPANY, INC.
Cayuga, New York

Makers of a complete line of high quality feeds for poultry, cattle, horses, hogs, game birds, rabbits, and dogs.

BEACON Test Cow Ration



Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

The International Association of Milk Sanitarians will hold its annual meeting in Louisville, Kentucky, on October 11th, 12th, and 13th. This organization is composed of men charged with the responsibility of enforcing public health regulations.

Easy street never leads anywhere.



I'M GOING INTO GUERNSEYS

He started with one string of cows six years ago. Today, he has six strings—five of them Guernseys. "I'm not buying any but Guernseys, now," he says. "There's a growing demand for Guernsey Milk—and it brings a premium price."

There's a definite trend to Guernseys today—because these cows and their products open up a better, richer market. Write to THE AMERICAN GUERNSEY CATTLE CLUB, 230 Grove St., Peterborough, N. H., for information and a list of breeders who have Guernsey Cattle for sale.

PREMIUM GUERNSEY CATTLE produce PREMIUM GUERNSEY MILK



Get a new improved Andis (the original single unit electric animal clipper) at the lowest price in history. It's easier to operate . . . weight rests on the animal . . . you merely guide it. Has a more powerful fan cooled and dust sealed motor. Blades quickly interchangeable for clipping all kinds of animals. Choice of leading Dairymen, Breeders, Hunt Clubs and Army men everywhere.

LOW COST OPERATION — Standard 110 volt A.C.- D.C. only $17.50 postpaid. Models for 6 V. (storage battery), 32 V. light plant and 220 V. high line, $2 extra.

10 DAYS TRIAL — Order from your dealer, or send only $1 . . . (Specify voltage required) . . . pay postman balance (we pay postage). Money back if not fully satisfied after using clipper 10 days.

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Dairy Market Trends

LOWER FEED costs is probably one of the most important changes which took place during August and which aids dairymen in reducing production costs. Because feed generally constitutes 40 to 50 percent of all production costs, any substantial lowering in price of feeds will materially aid dairy farmers in this territory who have not been receiving cost of production.

According to data compiled from reports of a selected group of feed dealers in Inter-State territory the average reduction in price of various feeds and feed constituents in August was somewhere around eight percent below the price paid by farmers during July and ten percent below the feed prices of August, one year ago.

The U. S. Crop Report for August 1 indicates a general crop yield of nearly 11 percent above average, this situation existing in nearly all sections of the United States. On July 1 the expected yield of crops was only four percent above average.

Last August was marked by milk price increases in most of the principal cities of the United States, which included Pittsburgh, Chicago, Evansville, Indianapolis, Cincinnati, Cleveland, Akron, Dayton, Kansas City, St. Louis, Milwaukee, St. Paul, Minneapolis, etc., necessitated by rising feed and labor costs and drought conditions, while during this August the only principal markets which reported increases were Chicago and Columbus. Their prices advanced 25 cents and 9 cents per hundred pounds respectively.

Milk production in the United States, according to Government reports, continued at a relatively high level through July with less than the usual seasonal decrease occurring during the month. The heavy flow is attributed primarily to excellent pastures and increased volumes of feed. In Inter-State territory the daily average delivery of milk of 6,492 shippers supplying a majority of the distributors in the market was 210 pounds per shipper during July, 1937. This was down 29 pounds or 12.13 percent compared to June shipments from 6,654 producers supplying the same dealers, but one pound or 0.48 percent over July, 1937, for 6,935 shippers. The fact that there are fewer shippers on the market this year compared to last, does not mean that those shippers which left during the year were smaller producers, although such was partially the case, generally the average dairyman has materially increased his production.

July butter production was estimated at approximately 15,000,000 pounds above the July, 1936, output of 156,000,000 pounds, making stocks of butter in storage on August 1, 1937, equal to the 5-year average for August 1, and 21,000,000 pounds more than on August 1, 1936. Increased butter production has been the result of increased milk production in the United States. Meanwhile consumption for the period January-June, 1937, according to Government figures, had increased 7,000,000 pounds as compared with the same period last year.

Undoubtedly the increased consumption came as a result of increased wages to the laboring class of people, as well as a slightly lower butter price. The consumer in turn has been able to buy butter instead of oleomargarine, the production of which was slightly lower for the first six months of 1937 compared to the same period of 1936.

Butter and Cream prices average somewhat higher at the present time (August 27) than during the earlier part of the month. The wholesale price of 92-score New York butter is now around 34.25 cents a pound compared to 31.75 cents per pound the first week of August. Butter prices will undoubtedly show an upward trend, perhaps with a few setbacks, from now until early winter and probably will not drop much from its present situation until spring. Cream prices, likewise, are a little stronger for Pennsylvania approved cream. The U. S. D. A. report covering the week of August 28, indicates an average price of $17.50 per 40-quart can of 40 percent cream which was 50 cents per can higher than the quotation for the previous week and would give milk going into cream an approximate value of $1.85 per hundredweight for 3.5 percent milk. This price would be about the same as the Pennsylvania Milk Control Commission's price for Class II milk based on latest butter prices.

Milk and Cream receipts, according to Government data, each average a thousand cans a week more than last year. These larger receipts are undoubtedly necessary to take care of the larger fluid milk and ice cream sales. According to the Milk Industry Foundation, fluid milk consumption continues a slow but determined increase in 136 leading markets of the United States. The July, 1937, fluid milk consumption was 1.2 percent over July, 1936, but was slightly under June, 1937, due to the usual seasonal

(See column 1, next page)

Feed Price Summary for August, 1937

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	August, 1937 ($ per Ton)	July, 1937 ($ per T.)	August, 1936 ($ per T.)	% Change Aug., 1937, compared with *Aug., 1936	July, 1937
Wheat Bran	33.00	37.61	36.50	– 9.59	–12.26
Cottonseed Meal 41%	43.43	48.13	45.93	– 5.44	– 9.77
Gluten Feed 23%	37.16	39.52	43.72	–15.00	– 5.97
Linseed Meal 34%	42.31	43.83	49.69	–14.85	– 3.47
Corn Meal	46.48	50.50	51.06	– 8.97	– 7.96
Mixed Dairy Rations: 16%	36.65	39.24	37.00	– .95	– 6.60
24%	41.26	45.26	45.11	– 8.53	– 8.84
32%	44 39	46.33	52.25	–15.04	– 4.19
Alfalfa Hay	22.50	27.50	.....	....	18.18 – 3.22
Brewers Grain	31.87	32.93	.....	....	

* Mailing list revised January, 1937, therefore comparisons are not made on same dealers.

Attend your Local Meeting.

Dairy Market Trends

(Continued from preceding page)

decline. Of importance is the statement that payrolls of distributors increased 10.9 percent over July, 1936, with an increase of but 4.55 percent in employment.

In comparing the labor costs of distributors with that of farmers, it is found that the rate of increase in wage scales is even greater to the farmer than to the distributor as reported by the U. S. Department of Agriculture. Farm wages increased 11.4 percent compared to the distributors' wage increase of 10.9 percent.

Milk Prices In Various Markets*

Retail prices, producer prices of Class I milk of 3.50% butterfat, and distributors' spreads, compared for August, 1937.

Market	Retail Prices Paid by Consumers Per Qt.	Per 100 lbs. Producer	Division of Consumers' Price To Distributor
Philadelphia	12¢	$5.58	$2.88	$2.70
Pittsburgh	13	6.045	3.05	2.995
Boston	13	6.045	3.18	2.865
Providence	13	6.045	3.20	2.885
Hartford	14	6.51	3.23	3.28
New York City	12	5.58	*2.00	*3.58
Trenton	+13	+6.045	+*2.68	+*3.365
Wilmington	12	5.58	2.67	2.91
Baltimore	13	6.045	2.90	3.145
Washington	14	6.51	3.25	3.26
Richmond	13	6.045	3.07	2.975
Wheeling	12	5.58	2.475	3.105
Akron	12	5.58	2.50	3.08
Cincinnati	13	6.045	2.55	3.495
Milwaukee	12	5.58	2.71	2.87
Madison	11	5.115	2.70	2.415
Omaha	11	5.115	–2.25	+2.865
Kansas City	13	6.045	2.58	3.465
Spokane	11	5.115	2.16	2.955
San Francisco	13	6.045	2.52	3.525

* "Prices to producers" as quoted apply to milk of 3.5% butterfat delivered f.o.b. dealers' plants. Producers must stand receiving station costs and cost of transportation to market except at Trenton where the price is f.o.b. farm and New York City where it is f.o.b. 201-210 mile zone. In addition, the cost of any extra butterfat above 3.5 percent, as delivered to consumers, is borne by the distributor and is added to producer's return, this varying from 0 to 25 cents, usually 4 to 10 cents per hundred pounds of standard market milk. Plus mark (+) indicates increase and minus mark (–) a decrease from previous month.

"What's the idea of a rubber plant in a vegetable garden?"

"To raise tires for my garden truck, of course."

Each member will get a notice of the time, place, and program of his Local's annual meeting. Watch for yours.

"Sometimes," confided Mrs. Longwed to her intimate friend, "I think my husband is the patientest, gentlest, best natured soul that ever lived, and sometimes I think it's just laziness."

Commercial Exchange

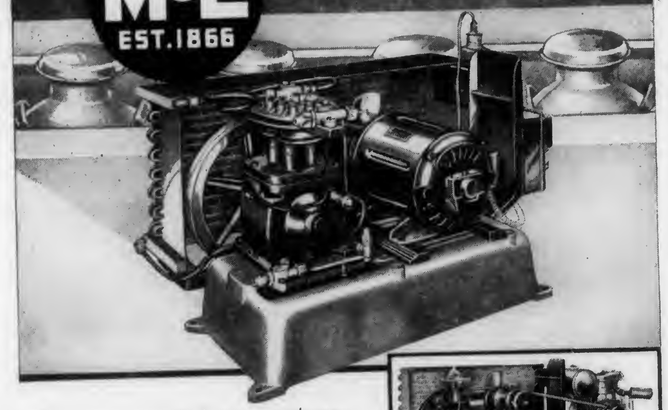
Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

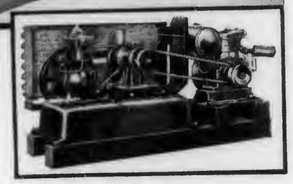
ELECTRIC FENCE

PRIME Electric Fence—one-wire—use battery, Delco or public service current. Guaranteed reliable—satisfied users—80% saving—thirty day trial. WRITE FOR CATALOG. John W. Woll, Newtown, Pa.

PROTECT PROFITS with MECHANICAL COOLING

M&E EST. 1866





Upper Illustration: M & E Compressor Model 725-MC. 2-cylinder, 1 h.p. motor.

Lower Illustration: M & E Compressor with gasoline engine drive for use where electricity is not available.

For low-count milk that commands premium prices you must have *dependable* refrigeration. M & E Compressors, automatic, engineered especially for dairy farm refrigeration, for use with all cooling and storage equipment, have proved their dependability. They are protecting quality and profits, guarding against spoilage and waste, on modern farms everywhere.

They will bring you efficient, trouble-free, low-cost, mechanical refrigeration at its best. They will quickly earn their cost, on large or small farms. Write for catalog with complete information on electric and gasoline engine powered models for all purposes.

SAVE 25% or MORE

M & E Compressors are sold direct from factory to local dealer, to user. This means substantial savings to you . . . savings that often make it both cheaper and better to buy new M & E units than to try to repair old compressors.

MERCHANT & EVANS COMPANY
Philadelphia, Pa., U.S.A. *Plant at Lancaster, Pa.*

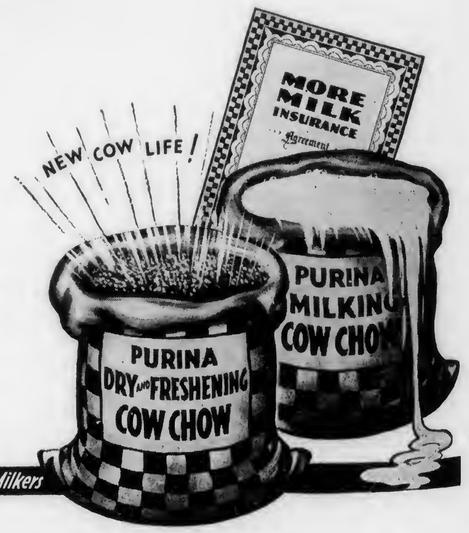


NOW A NEW development in Dairy Research *puts new life into cows!* It begins with giving dry cows a feed developed to rebuild cows from the inside out. That feed is Purina Dry and Freshening Cow Chow. *The new life it puts into cows means:*

1. *An udder free from congestion at freshening time.*
2. *A vigorous calf able to stand and nurse in 15 minutes.*
3. *Easy calving (15-45 minutes).*
4. *Quick cleaning (2 to 4 hours).*
5. *A cow in vigorous condition to be re-bred successfully.*
6. *Up to 25% more milk when followed up with Milking Cow Chow during the lactation period.*

These are the results you can expect when you feed your dry cows Purina Dry and Freshening Cow Chow and follow through the lactation period with Purina Milking Cow Chow. See your Purina dealer and find out how you can feed your cows this way at no extra cost under the Purina More Milk Insurance offer!

PURINA MILLS
854 Checkerboard Square St. Louis, Mo.



Dry and Freshening Cow Chow for Dry Cows...Milking Cow Chow for the Milkers

M. C. Bond,
Agr. Econ. Building,
Cornell University,
Ithaca, N. Y.

INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., October, 1937 No. 6



Picture by H. Armstrong Roberts

Meeting the Milk Truck

Make Annual Meeting Plans

DELEGATES and other Inter-State members will find a new type of annual meeting this year. It will be their meeting in the fullest meaning of the word. Discussion by them will be the big feature and it is believed that sufficient time is being reserved for this purpose so that every subject which delegates may bring up can be discussed at length.

The Benjamin Franklin Hotel, Ninth and Chestnut Streets, has been selected for this meeting because of the complete accommodations it can offer. The room in which the main meeting will be held is adequate for any crowd that can be expected, the banquet room also being adequate. Accommodations for almost an unlimited number of delegates, other members and their friends can be had at this 1200-room hotel. This location, at which the old Association held several of its annual meetings, should be especially pleasing to our members as everyone can be given first class accommodation under the one roof.

The program will open at 10:00 a. m. on Wednesday, November 17, with reports of the first year's work of the Cooperative. These reports will go into more detail than will be possible at Local meetings and a full discussion on every phase of work will be held. They will include brief talks by the President and Secretary and also summaries of achievements, activities, field and test work, financial, REVIEW, and market information.

John Brandt Will Speak

One — and only one — outside speaker has been engaged for the meeting. That speaker is the dynamic and forceful John M. Brandt, president and general manager of Land O' Lakes Creameries. This is one of the largest and most successful cooperative dairy organizations in the country. Mr. Brandt has a wealth of information and an intensely practical view of cooperatives, business and dairying.

Discussion will be interspersed freely during the time given over to reports, any delegate or member being allowed the floor. On matters coming to a vote, however, delegates only will be allowed to vote.

The second forenoon also will be given over to discussion by delegates and members and will be the business session at which future policies of the Cooperative will be discussed and determined.

A separate women's program is being developed for the first forenoon's session. Details of this feature, which are now being developed, will be announced in the November REVIEW.

Members of the women's committee include Mrs. Samuel B. Collins, Middletown, Del., chairman; Mrs. S. W. Stearly, Trappe, Pa.; Mrs. O. S. Havens, Williamsburg, Pa.; Mrs. Clayton Reynolds, Denton, Md.; Mrs. Alfred E. Darnell, Medford, N. J.; Mrs. James H. Kendall, McConnellsburg, Pa.

Food and fun will comprise the banquet menu. This also will be held in the Benjamin Franklin Hotel on the evening of Wednesday, November 17. Plans are progressing on a unique and highly entertaining program of a type never before given at an Inter-State banquet. Full details will be given in the November issue.

The afternoon of the second day's program (November 18) will be given over to the annual meeting of the Philadelphia Inter-State Dairy Council. At this time the Council's annual report will be made public and, as outlined on page 9, the delegates will elect Inter-State's representatives to the Council's board of directors at this session.

Will Elect Seven Directors

BY THE TIME this issue of the REVIEW reaches its readers annual meetings of Inter-State locals will already be in progress. Most of these meetings will be held during October, with a few, perhaps, the first week in November.

These meetings are, in fact, the annual meeting of the Cooperative. At these meetings will be heard the annual financial statement of the Cooperative, a report of achievements of the Cooperative during its first year of work, a report of membership, and a report of the field and test department.

Every local is urged to have a report rendered by its own officers and its delegates. Many of the locals have been very active during the year, holding several meetings and conducting numerous activities of a local nature. Also starting with this year, a certain amount of money has been assigned to each district, for use by the district and the locals within the district. Naturally, the members of the locals will be interested in the use made of these funds, which amount to $.50 per year for each member, to be divided between the district and the locals.

Locals Have Full Programs

Plans to "level" production within the milk shed will be discussed at these local meetings also. It is especially important that the members attend in order to obtain the important points that will be involved in the proposed plan, keeping in mind that no such plan will be put into effect unless the producers as a whole show a desire for it. Even then it is probable that adoption of any such plan will be optional with each producer.

Each local will elect officers for the following year. Most locals have three officers—president, vice-president and secretary-treasurer, but in some locals the latter office is divided. In addition, delegates will be elected according to the number of members in the local—one delegate for the first twenty-five members and another delegate for each additional seventy-five.

The delegates in seven of the districts will be called upon to elect directors, these delegates meeting at least seven days before the annual meeting to select the director to represent their district for the next three years. The delegates may use any means desired for determining the wishes of the members in regard to directors or for obtaining nominations. These methods will be discussed at local meetings in those districts.

Elections of directors will take place in the following districts now represented by the directors named —5 (E) J. W. Keith; 8 (H) J. Garfield Matthews; 10 (K) Ralph E. Bower; 13 (N) H. B. Stewart; 19 (U) John Carvel Sutton; 21 (X) Alva Shuss; and 23 (Z) Chas. R. Hires, Jr.

Many of the beef cattle now being fed in southeastern Pennsylvania were purchased last fall at $8.00 per hundredweight. They are now being finished and sales are being made for as high as $15.00 per hundredweight.

Husband: "I locked the car up before we left it, and now, confound it, I've lost the key."

His Wife (helpfully): "Never mind, John, dear, it's a swell night, so let's ride home in the rumble seat."

Better ask twice than go the wrong way once.

Attend your Local meeting. Watch for the announcement.

Who Should Attend Local Annual Meetings?

When this issue of the REVIEW reaches our members, the annual meetings of our Cooperative will be under way in the various Locals. At these meetings we will be able to present the first annual report which covers the first ten months' operation of the Cooperative.

The books were closed August 31st and the auditors have prepared a detailed report which will be thoroughly explained at every local annual meeting.

We hope every member of the family old enough to take an interest in the Cooperative will attend these meetings. Every farm woman should make it her business to attend and become acquainted with the business of the Cooperative so that she can discuss milk problems intelligently with the men of the family.

The annual financial report and the progress report will be especially interesting this year.

Level production throughout the year will also be discussed and a plan will be presented to the members for consideration.

Our new Cooperative has made a remarkable start and has made some accomplishments of which we can be proud.

Attend your local meetings and get first-hand information. Express your opinions freely and help make plans for the future operation and progress of your Cooperative.

The marketing end of your farm operations is just as important as the production end and if you fail to attend your Local meetings, you neglect an important part of your business!

A. F. Lauterbach

Sign Labor Contract

Organized labor and Castanea Dairy Company, a Borden subsidiary of Trenton, New Jersey, signed a two-year labor contract on September 16. It is reported that the new pact includes a minimum wage schedule which will bring wage increases of $3.00 to $8.00 a week. A closed shop is also included in the contract, thus requiring that only union members be employed. Two weeks vacation a year on pay and time and a half for overtime are other features.

The Milk and Dairy Employees of New Jersey union, which signed the contract, is affiliated with A. F. of L. and is reported as having active locals in at least 14 other markets, all located in North Jersey.

●

Altoona Producers Ask for 12-Cent Increase

Milk producers in the Johnstown-Altoona section demanded at a hearing held by the Pennsylvania Milk Control Commission a return of the 12 cents which was deducted from producer prices under the order which became effective on June 2.

Prominent in presenting this demand was Kenzie S. Bagshaw, director of the Inter-State from District 20 and ex-officio member of the Altoona-Huntingdon Inter-State Milk Market committee. Increased costs were cited by Mr. Bagshaw as justifying the return of this difference which would increase the price of 3.5 percent Class I milk from $2.76 to $2.88 per hundred, f. o. b. Altoona.

Mr. Bagshaw also presented data collected by Pennsylvania State College from herd improvement association figures which show a cost during the past 18 months of $3.12 per hundred pounds in better than average herds. Similar figures for 1918 to 1929 showed a cost of $3.30. Labor costs, he pointed out, have advanced 33 percent within the past year.

Another important point raised by Mr. Bagshaw was whether the Commission could be justified in maintaining so wide a dealer spread that even the inefficient milk dealer could be kept in business.

Milk buyers presented figures showing that they are also suffering from higher costs, they insisting that the return of the 12 cents to producers would cause them a loss.

The hearing was enlivened at one stage when Chairman Eisaman of the Commission reprimanded the attorney for the dealers' association for the tactics used in cross-examining witnesses.

Trifles make perfection but perfection is no trifle.

Making Good

Your Cooperative guarantees a market for the milk of every one of its members. It cost $2514.10 to make good on that guarantee since last November.

Jersey Price Up 8 Cents

Announcement was made by the New Jersey Milk Control Board on September 27, that the price to producers for 3.5 percent Class I milk, f.o.b. the farm, would be advanced on October first from $2.68 to $2.76 per hundred pounds. This increase was granted after repeated and insistent requests had been made by every farm group in New Jersey.

It will be recalled that, on April 15, the Control Board reduced the price by 34 cents per hundred pounds and on August first it was increased 23 cents, thus taking 11 cents off the producers' price as compared to a year ago. Only after extended efforts by producer groups, in which the Inter-State, through its South Jersey and Trenton market committees and also direct from the main office, played an important part, did the Control Board take heed of the plight of producers.

Requests had been made that the full 11 cents be returned to the farmers' price. Numerous hints of compromise were made but producer representatives continued to insist on the full amount, contending that the principle of this cut was of far more importance than the matter of a few cents which might be won in a compromise.

It is evident that the Control Board recognizes again that it owes a duty to farmers and the final granting of this price increase is a result.

Well done is better than well said.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

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Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Inter-State
Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

OFFICERS
B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
A. H. Lauterbach, General Manager
A. Evans Kephart, Counsel

District	Directors 1936-37
1.	S. W. Stearly, Collegeville, Pa.
2.	*Frederick Shangle, Trenton, N. J., R. 2
3.	J. Milbourn Wheatley, Federalsburg, Md.
5.	*J. W. Keith, Centerville, Md.
6.	Fred W. Bleiler, New Tripoli, Pa., R. 1
7.	H. K. Martin, Goodville, Pa.
8.	J. Garfield Matthews, Anselma, Pa.
9.	J. D. Reynolds, Middletown, Del.
10.	Ralph E. Bower, Chesapeake City, Md.
11.	E. M. Crowl, Oxford, Pa.
12.	*E. H. Donovan, Smyrna, Del.
13.	H. B. Stewart, Alexandria, Pa.
15.	*Howard W. Wickersham, Kelton, Pa.
16.	*M. L. Stitt, Port Royal, Pa.
17.	Jos. S. Briggs, Yardley, Pa.
19.	John Carvel Sutton, Kennedyville, Md.
20.	Kenzie S. Bagshaw, Hollidaysburg, Pa.
21.	Alva Shuss, Everett, Pa.
22.	*A. R. Marvel, Easton, Md.
23.	Charles R. Hires, Jr., Salem, N. J.
25.	*B. H. Welty, Waynesboro, Pa., R. D. 4
26.	D. E. Witherspoon, Chambersburg, Pa., R. 5

Honorary Life Member—F. P. Willits, Ward, Pa.
* Members Executive Committee

Secondary Market Managers
Altoona-Huntingdon—J. J. Camp, Roaring Spring, Pa. Phone 118M.
South Jersey—H. T. Borden, Co-op. Bldg., Glassboro, N. J. Phone 10.
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J. Phone 4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del. Phone 2-7464.

Field Representatives
E. P. Bechtel, Trappe, Pa.
J. J. Camp, Roaring Spring, Pa.
C. E. Cowan, Lancaster, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
O. S. Havens, Williamsburg, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Salem, N. J.
C. Reynolds, Denton, Md.
D. W. Winter, Philadelphia, Pa.

Your Local will elect its 1938 delegates at its fall meeting. Your vote counts only if you are there.

Inter-State members who have boarder cows, Bangs reactors, or other livestock to ship to market, will find it worth while to consider selling them through the livestock cooperative at Lancaster or Baltimore.

Promises may get friends, but non-performance will turn them into enemies.

Edward B. Fitts

Edward B. Fitts, for fifteen years in charge of Dairy Extension work at Pennsylvania State College, died of a heart attack on Monday, September 27. This attack followed a severe cold, from which he had almost recovered.

Professor Fitts was in his 67th year. Born in Connecticut, he graduated from the Connecticut Agricultural College in 1893. During the next twenty years he served in various positions with the Connecticut College staff and also as a farm superintendent. From 1913 to 1922 he was on the Dairy Extension staff of the Oregon Agricultural College. He was placed in charge of Dairy Extension work at Pennsylvania State College in 1922.

Professor Fitts was a well known writer on dairy subjects, contributing to numerous dairy magazines and the general press. He was author of a number of bulletins and circulars and was well known to dairymen throughout Pennsylvania, as well as dairy educators and scientists throughout the nation. He was a member of the American Association for the Advancement of Science, the American Dairy Science Association, and the American Genetics Association. He is survived by his wife and a daughter.

●

National Milk Week

Will the public use more milk? Many dairy leaders believe the answer is "yes" and have, therefore, gone ahead with plans for a "National Milk Week" from November 14-20. Tentative plans are now developing to bring the food value, health value and economy of milk to the attention of the entire nation.

A concentrated program, well thought out, should bring results. Experience indicates as much. Just last summer, from June 10 to July 12, a similar campaign was conducted in chain drug and variety stores with the result that, for every 100 quarts of milk sold during that period in 1936, there were 130.4 quarts sold in 1937 when the campaign was on. The smallest increase was 20 percent in three different chains. Most chains showed a 25 to 40 percent increase, three made at least 70 percent greater milk sales, one of these almost doubling the amount. The demand for butter, cream, ice cream and eggs was also from 22.1 percent to 28.3 percent greater, on the average, in these same stores.

The amount of milk handled in these stores (almost all of it at soda and lunch counters), is small when compared with the entire market but that increase does represent a definite gain. If even a small increase can be obtained through a program such as is planned for National Milk Week it will mean that much milk will be taken out of Classes II and III and put into Class I where it will bring a better price.

While discussing "National Milk Week" let us suggest that it applies to everyone milk producers as well as consumers. There is no food on the farm that is either better or cheaper than milk. When our people, especially our producers, realize fully the real food value of milk they will conduct a "milk week" of their own 52 times a year.

●

GUEST EDITORIAL

"To Be, Or Not To Be"
—*Tough.*

Can the organized farmer continue to make bargaining agreements along the same lines as have been in use? Can elected farmer representatives meet representatives of buyers and make satisfactory deals on the basis of supply and demand, cost of production, cost of transportation, cost of distribution and so forth?

The reason this question becomes especially prominent now is on account of labor union activities. Not because labor is organized, not because labor is determined to sell itself collectively, but because of the methods used.

Whatever one may think of the methods, it must be granted they are more effective, at least temporarily, than scholarly statistics or gentlemanly logic. But will they stand the test of time? What must the farmer do to meet these new conditions?

It is fairly easy to figure out plans whereby all parties to the milk deal might be represented fairly in making bargains. That is, it would be easy if the various interests were willing to go along. When some are unwilling to cooperate, and insist on naming the terms, action then proceeds along lines of least resistance. The sweat of agriculture and the natural resources of the land have in the past been most yielding.

Too much yielding finally defeats itself—for all, not just for farmers.

Too much force can likewise defeat itself, not just for labor but for all concerned. There is a better way, and farmers prefer to follow that way. Will they be compelled to use other tactics?—*Michigan Milk Messenger.*

The Eastern Livestock Cooperative, operating at Lancaster, handled more than $670,000 worth of livestock during the first six months of 1937.

Pointing Out the Duties Of Control Commissioners

A newspaper report covering the hearing held by the Pennsylvania Milk Control Commission at Altoona on September 16, says in part:

"The dealers set forth various costs incident to the retail and wholesale selling of the milk and cited increased labor costs and other expenses as making the price restoration to the producers unwarranted at this time."

We read that paragraph several times. It is packed with meaning. That word "unwarranted" tells a bookful. In plain English, this paragraph says that the Commission is asked to set a price which will give producers what is left after all other expenses are met, that when other costs rise, the difference is to be taken out of the producer price. Is it fair that when others raise their prices, their increase must be socked against the farmers in the form of a decrease?

Members of the Pennsylvania Milk Control Commission, we have confidence in your doing your duty. You must ignore such biased and selfish requests. You must recognize that producers also have costs and you must keep those costs, which are constantly increasing, in mind when establishing prices that shall be paid producers.

We know you will be equal to your responsibility.

●

Neatness Pays

The September issue of *Pure Milk*, the publication of the Pure Milk Association, which operates in the Chicago milk shed, came to this office a few days ago. An outstanding feature of that issue was the report of results of "Chicagoland's Neatest Dairy Farm" contest.

This contest has been conducted by the Pure Milk Association for several years and is open to any member of the organization. The score card allows 50 points for general appearance of the dairy farm, 20 points for condition of dairy barn and herd, 20 points for condition of milk house, equipment and utensils, 10 points for condition of all other buildings on the farm. The winners, Mr. and Mrs. Earl Kane, operate a 140-acre farm about 35 miles north of Chicago. Several illustrations, showing their farm and buildings, show a rather modest set of buildings, but neatly kept, well painted, and with no trace of rubbish or carelessness.

The entire territory was divided into districts and pictures showing the district winners seem to offer little to choose from in neatness and attractiveness of the farms.

Should such a contest as this be developed for the Philadelphia milk shed? We recognize a lot of merit in a program of this type and feel that neat farms and farmsteads are mighty good advertisements for the people running them, as well as for the products which they sell. Incidentally, the winner of the Chicagoland contest reports that many visitors come to his farm to see the conditions under which milk is produced in a modern dairy. This, again, is a valuable boost for milk, which is a direct help in selling more of our most important product.

●

I'm Quitting You

The following, taken from a recent issue of "News for Farmer Cooperatives", needs no comment:

"A co-operative creamery manager reports that a member came in recently and said to him, 'Well, I'm quitting you. I'm going to sell my milk on the outside.'

"The manager replied, 'Brother, you are not quitting me. I do not own this business. You do. I am just a hired man you fellows have employed to look after your own business. No, you are not quitting me—you are quitting yourself.

" 'You are quitting your own organization that maintains a higher standard of butterfat prices in this area to the extent of 2 cents per pound. It is your own creamery that has also been responsible for higher whole milk prices to the producer, and if your co-operative creamery were out of the picture, your milk would be bringing you a much lower price from the independents.' "

●

New Jersey Dairy Course

A twelve-week dairy short course is being offered by the New Jersey College of Agriculture, beginning November first. Subjects to be included are—feeding, dairy cattle milk testing, dairy buildings and machinery, diseases of dairy cattle, forage crops and pastures, business of dairying, dairy sanitation, dairy management and dairy barn practices. The course is open to anyone sixteen years of age or over who has a public school education.

"Willie, what is an adult?"

"An adult is one that has stopped growing except in the middle."

Your Local meeting is important. Watch for the announcement of date and place.

Future Farmers Judge Milk

An important event at the Eastern States Exposition, Springfield, Massachusetts, each year is the milk judging contest in which state teams of the Future Farmers of American compete. In the 1937 contest, held on September 23, the Future Farmers' team from New Jersey won highest honors. The Pennsylvania team was sixth and the team from Maryland, seventh, with Delaware placing eleventh. Victor Payson of New Jersey made the third highest score of all the contestants, first and second places going to boys from New Hampshire and New York, respectively.

The training for a contest of this kind is valuable as it teaches the boys the essentials of high quality and excellent flavor in milk. As a more general appreciation is developed as to what constitutes good flavor and quality, and what influences these factors, we can look forward to a better quality of milk being supplied to our city consumers, with the result that more milk will be consumed and there will be fewer and fewer people in that troublesome group in which they say "I don't like milk." Breaking down that group would provide one excellent chance to increase the consumption of milk.

●

Are There Others?

Twenty years ago R. H. Baker, of Elkton, Maryland, helped organize the Elkton Local of the Inter-State Milk Producers' Association. He has been a loyal member and cooperator ever since and has attended every meeting of the Elkton Local during those twenty years.

When the Inter-State Milk Producers' Cooperative was organized in 1936 he immediately signed up as a member of the new organization and has shown the same loyalty and interest in the new Cooperative.

Twenty years' perfect attendance at local meetings is an enviable record. Are there other Inter-State members who have made a similar record? If so, send in your names and we shall be glad to publish them in an early issue of the REVIEW.

Cutting Out Cut Price Milk

Your market was protected, too, when your Cooperative made good on six hundred thousand pounds of milk that "could not be used" by the regular buyers. That milk was not used to chisel your market or any other market.

In Our Secondary Markets

LANCASTER

The committees working in the Lancaster area to sign up members to the proposed secondary market program have met with success and are calling a meeting to be held at Red Men's Hall, Lancaster, on Wednesday evening, October 6, at 7:30 P. M.

At this meeting the entire program will be outlined again to the producers. Officers and committeemen will be elected to function in the Lancaster Secondary Market. All producers who have signed agreements for that market are urged to attend and also to bring their milk-producing neighbors with them.

ALTOONA-HUNTINGDON

Through the efforts of the Altoona-Huntingdon Market Committee, hauling rates to one dealer were reduced by 10 cents per hundredweight and adjustments were made in the hauling rate of producers supplying another dealer. A good turnout of members from this area was had at the hearing held by the Pennsylvania Milk Control Commission at Altoona on September 16. Further details of this hearing are given on another page.

A complete report of this secondary market will be given at the annual meeting of locals in Districts 13 and 20. The committee has been able to operate within its funds and the results, up to date, show that many worthwhile accomplishments have been made.

A dinner was given at the Court House at Hollidaysburg on September 21 through the joint efforts of the market committee and the delegates of District 20. About 150 members attended this dinner, where they had a thorough discussion of the problems of the market and of the entire Philadelphia Milk Shed.

TRENTON

The Trenton Secondary Milk Market Committee and manager have been active in demanding of the New Jersey Milk Control Board the return of the additional 11 cents in producers' price which was taken from producers and given to dealers under the order effective on August first. The committee has also been working on plans by which producers could be paid full norm price for the production up to 100 percent of norm, rather than basing Class I price on a percentage of norm, as at present. They would appreciate suggestions along this line from other members.

The sales committee for the market meets at its office on the last Wednesday afternoon each month, taking up any problem affecting the welfare of the market. It also meets on the forenoon of the same day, with the officials of Castanea Dairy Company, at which time and place any producer supplying that company can bring individual problems to the attention of the committee and company.

Members in this market may obtain a herd kit for samples from which the test of each cow in the herd can be obtained, thus helping them determine the tests of their various cows. These kits can be obtained at the office of the committee, which is in Room 200—19 West State Street, Trenton, N. J., phone, Trenton 4083.

Frederick Shangle, market manager, is in his office from 9:00 to 12:00 every Tuesday morning and will see any member at that time or at other times by appointment. His home phone is — Plainsboro 58R2.

WILMINGTON

Producers supplying the Wilmington market met at Newark on the evening of September 16 where they received a report on activities for the past year. It was generally agreed that the market was in a much healthier condition during the past year than for a long time. Very little milk was without a market and the Cooperative took care of any of its members who were without a regular outlet, thus keeping such milk away from price chiselers.

Committee members for the next year were selected by the members at this meeting. They are R. T. Cann, Kirkwood; Leslie Ford, Newark; H. B. McDowell, Jr., Middletown; Frank McVaugh, Hockessin; Harry Seemans, Odessa; W. Levis Phipps, R. D. 2, Wilmington; all of Delaware; J. J. Rubencane, Landenburg, Pa.; Peter Zeitler, Elkton, Md., and Ralph Bower, Chesapeake City, Md. Bower is chairman of the committee and Phipps is secretary while Cann, Ford and McDowell constitute the executive committee of which Bower is also chairman.

Any member shipping to the Wilmington market who has any trouble or misunderstanding regarding test, weights, or other matters affecting his milk market is asked to get in touch with his nearest committee member or with the market manager, Floyd Ealy, who can be reached at 103 W. 7th St., Wilmington.

A heavy hauling contract sign-up among producers supplying some of the larger Wilmington dealers was obtained and plans are being developed to let the hauling of members milk on contracts. Completion of this work, which is expected to result in a substantial saving on hauling costs, has been delayed by the serious illness of the manager of one of the dairies involved.

SOUTH JERSEY

With the end of the resort season at the seashore, it was necessary to find new markets for several producers. This has been done with all who meet sanitary requirements. Meetings have been held with three producer groups for discussion of norm plans and election of group committees.

A meeting of all group committees was held at Woodstown, at which the Control Board order effective August 1 was discussed and a committee appointed to demand of the Milk Control Board the return of the price which prevailed last winter, also a Grade A schedule in South Jersey the same as in North Jersey. The Control Board has since increased the price by 8 cents per hundred pounds, which is 3 cents short of last winter's schedule.

The committee cooperated with the 4-H group at the Bridgeton Fair on an exhibit to boost milk consumption and the Cooperative.

Plans were made for a joint meeting of Mullica Hill, Woodstown, and Salem Locals at Woodstown, October 4.

Membership sign-up work is progressing and contact work has been done with distributors who do not now cooperate with the committee. Considerable work has been done with members who have had milk rejected because of objectionable odors and flavors.

The dairy cattle judging team from the University of Maryland won highest honors in the contest staged at the Eastern States Exposition, Springfield, Massachusetts, last month.

The members who attend their Local meetings run the Cooperative.

Prices *3.5% Grade "B" Milk

August Averages and August and September Schedules. (Explanatary Notes on Page 6, Col. 3.)

Dealer	Delivery Point	Average Price Paid in Aug.	Class I Price Aug. & Sept.	Class II Price August	Class II Price September
Harshbarger, J. E.	Altoona, Pa.	$2.43	‡$2.76	$1.67	$1.78
Hoffman's Dairy	Altoona, Pa.	2.23	‡2.76	1.67	1.78
Keith's Dairy	Altoona, Pa.	2.54	‡2.76	1.67	1.78
Supplee-Wills-Jones	Bedford, Pa.	2.05	2.37	1.67	1.78
Peter Hernig	Boiling Springs, Pa.	2.14	2.48	1.69	1.80
Harbisons	Brandtsville, Pa.	2.32	2.52	1.69	1.80
Harbisons	Byers, Pa.	2.32	2.52	1.69	1.80
Harbisons	Carlisle, Pa.	2.32	2.52	1.69	1.80
Harbisons	Centerville, Md.	2.26	2.48	1.55	1.62
Supplee-Wills-Jones	Chambersburg, Pa.	2.10	2.45	1.68	1.79
Highland Dairy	Chester, Pa.	2.55	2.88	1.74	1.85
Miller-Flounders	Chester, Pa.	2.55	2.88	1.74	1.85
Supplee-Wills-Jones	Chestertown, Md.	2.08	2.48	1.55	1.62
Scott-Powell	Clayton, Del.	2.21	2.50	1.55	1.62
Abbotts	Coudersport, Pa.	2.13	2.28	1.66	1.77
Abbotts	Curryville, Pa.	2.21	2.37	1.67	1.78
Scott-Powell	Dagsboro, Del.	2.14	2.40	1.55	1.62
Highland Dairy	Doe Run, Pa.	2.48	2.65	1.67	1.78
Supplee-Wills-Jones	Duncannon, Pa.	2.15	2.52	1.69	1.80
Abbotts	Easton, Md.	2.24	2.46	1.55	1.62
Turner & Wescott	Glenroy, Pa.	2.10	2.55	1.70	1.81
Philadelphia Quaker Maid	Goldsboro, Md.	1.80			
Abbotts	Goshen, Pa.	2.33	2.53	1.69	1.80
Supplee-Wills-Jones	Hagerstown, Md.	2.03	2.39	1.55	1.62
Supplee-Wills-Jones	Harrington, Del.	2.08	2.48	1.55	1.62
Supplee-Wills-Jones	Huntingdon, Pa.	2.09	2.43	1.68	1.79
Harbisons	Hurlock, Md.	2.24	2.46	1.55	1.62
Abbotts	Kelton, Pa.	2.35	2.55	1.70	1.81
Abbotts	Kempton, Pa.	2.32	2.52	1.69	1.80
Supplee-Wills-Jones	Kennedyville, Md.	2.08	2.48	1.55	1.62
Harbisons	Kimberton, Pa.	2.32	2.52	1.69	1.80
Supplee-Wills-Jones	Leaman Place, Pa.	2.18	2.57	1.70	1.81
Supplee-Wills-Jones	Lewistown, Pa.	2.10	2.45	1.68	1.79
Sypherd Dairies	Lyndell, Pa.	2.35	2.52	1.69	1.80
Harbisons	Massey, Md.	2.26	2.48	1.55	1.62
Supplee-Wills-Jones	Mercersburg, Pa.	2.10	2.45	1.68	1.79
Harbisons	Millville, Pa.	2.22	2.40	1.68	1.79
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.08	2.48	1.55	1.62
Supplee-Wills-Jones	Nassau, Del.	2.06	2.45	1.55	1.62
Scott-Powell	New Holland, Pa.	2.29	2.56	1.70	1.81
Abbotts	Oxford, Pa.	2.35	2.55	1.70	1.81
Abbotts	Philadelphia, Pa.	2.61			
Baldwin Dairies	Philadelphia, Pa.	2.63			
Breuninger Dairies	Philadelphia, Pa.	2.78			
Wm. Engel Dairies	Philadelphia, Pa.	2.70			
Gross Dairy	Philadelphia, Pa.	2.73	2.88	1.74	1.85
Hamilton Dairies	Philadelphia, Pa.	2.65			
Hutt & Kempf	Philadelphia, Pa.	2.40			
Missimer Dairies	Philadelphia, Pa.	2.67			
Scott-Powell	Philadelphia, Pa.	2.53			
Supplee-Wills-Jones	Philadelphia, Pa.	2.38			
Abbotts	Port Allegany, Pa.	2.13	2.28	1.66	1.77
Scott-Powell	Pottstown, Pa.	2.33	2.61	1.70	1.81
Supplee-Wills-Jones	Princess Anne, Md.	2.02	†2.37	1.55	1.62
Abbotts	Providence, Md.	2.27	2.49	1.55	1.62
Ziegler Dairy	Reading, Pa.	2.15	‡2.65	1.67	1.78
Supplee-Wills-Jones	Red Hill, Pa.	2.18	2.57	1.70	1.81
Breuninger Dairies	Richlandtown, Pa.	2.45	2.52	1.69	1.80
Sheffield Farms	Rising Sun, Md.	2.21	($2.21 for all milk in August)		
Harbisons	Rushland, Pa.	2.32	2.52	1.69	1.80
Scott-Powell	Snow Hill, Md.	2.10	2.34	1.55	1.62
Abbotts	Spring Creek, Pa.	2.10	2.24	1.65	1.76
Duncan's Dairy	Springfield, Pa.	2.55	2.88	1.67	1.85
Harbisons	Sudlersville, Md.	2.26	2.48	1.55	1.62
Billman & Stegmeier	Tamaqua, Pa.	2.41	‡2.76	1.67	1.78
Supplee-Wills-Jones	Townsend, Del.	2.08	2.48	1.55	1.62
Waple Dairies	Tyrone, Pa.	2.46	‡2.65	1.67	1.78
Supplee-Wills-Jones	Waynesboro, Pa.	2.10	2.45	1.68	1.79
Eachus Dairy	West Chester, Pa.	2.55	2.88	1.67	1.85
Blue Hen Farms	Wilmington, Del.	2.41	2.67	1.80	1.87
Clover Dairies	Wilmington, Del.	2.34	2.67	1.80	1.87
Fraims Dairies	Wilmington, Del.	2.40	2.67	1.80	1.87
Silver Seal (Delaware only)	F. O. B. Farm	2.25			
Supplee-Wills-Jones	Zieglerville, Pa.	2.18	2.57	1.70	1.81

Directors Met September 16

THE REGULAR September meeting of the Board of Directors of the Inter-State Milk Producers' Cooperative was held at the Broadwood Hotel on September 16. All members of the Board were present except Kenzie S. Bagshaw, who was representing the Cooperative and the Altoona Market Committee at a Control Commission hearing at Altoona on that day, and S. W. Stearly. Also present at the hearing were all the officers and field representatives except J. J. Camp, who was also attending the Milk Commission hearing.

A minor change in the by-laws of the South Jersey Inter-State Milk Market was approved by the Board. Reports were heard from Secretary I. Ralph Zollers, General Manager A. H. Lauterbach and several of the Board members who discussed conditions in their respective areas. The year's financial report was given in some detail by Mr. Lauterbach.

A report on Dairy Council activities was given by C. I. Cohee, executive secretary of the Council, who also discussed "National Milk Week" and the Dairy Council exhibit at Steel Pier, Atlantic City.

A general discussion was held on several features relative to the annual meeting and banquet, final action being left to the annual meeting committee. This committee, headed by A. R. Marvel, reported on plans for the annual meeting as developed up to date.

A report on field activities was given by Mr. Zollers and reports on the various secondary markets were given by directors from those markets. Director H. K. Martin reported that the Lancaster market was ready to take final steps toward organization.

The status of unaccepted contracts and of memberships in the Cooperative from which no dues are being received was discussed. The Board authorized that these unaccepted contracts be carried until August 31, 1938, and that the memberships of non-contributing members also be continued until the same date. The Board voted to continue the present allocation of locals and setup of districts for another year.

The difference in milk prices paid producers in Pennsylvania and in Maryland and Delaware was discussed and, upon motion, the Executive Committee was instructed to meet with the out-of-state buyers in an effort to establish a uniform price for all milk being sold to Philadelphia dealers from those states. The next meeting of the Board of Directors was set for November 16, which is the day before the annual meeting of delegates.

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South Jersey Milk Prices in September to producers, at the farm, for 3.5% milk: Class I, $2.68. Class II, $1.85. Class III, $1.40. Grade A, Class I, $2.68 plus butterfat and bacteria bonuses, or $3.08. Grade A, Class II, $1.95.

It is not where you start from, but where you get to that counts.

"Peace on earth, good will toward man" should govern every nation's policy.

Silence is always safe, and is frequently the smartest thing we can say.

Supplementary Notes To Price Table on Page 7

* All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. However, adjustments have been made to a 3.5 percent butterfat basis from the 4 percent basis in the orders.

‡ Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading, Tamaqua and Tyrone markets.

† August only.

The August average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The September Class III price in Pennsylvania as set by the Control Commission is $1.32 per 100 pounds of 3.5 percent milk ($1.50 for 4 percent milk) f.o.b. dealers' plant or receiving station. Class III price for September in Maryland and Delaware is $1.22 for 3.5 percent milk.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Classification Percentages—August, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	"A" Bonus
Abbotts	76.4	....	23.3	.3	65.7% of Class I
Baldwin	80	....	15	5	74% of Production
Billman & Stegmeier	67	....	4	29	
Blue Hen Farms	70	....	30	.....	
Breuninger	91	....	9	.....	74% of Production
Clover Dairy	70.77	....	9.86	19.37	
Engel Dairy	84	....	16	.....	
Fraims Dairies	73	....	15	12	
Gross	87	....	13	.....	
Hamilton	80	....	20	.....	
Harshbarger	67	....	10	23	
Harbison	79	....	15	6	
Hernig	57	....	43	.....	
Highland Dairy	83	....	17	.....	
Hoffman	48.4	10.1	41.5	.....	
Keiths Dairy	78	7	15	.....	
Martin Century	87.6	....	12.4	.....	79.8% of Production
Meyers Dairies	80	....	20	.....	78% of Production
Missimer	82	....	18	.....	
Scott-Powell	70	....	28	2	62% of Production
Supplee-Wills-Jones:					
(Pennsylvania)	*60.00	....	32.4	*6.04	45% of Production
(Del. and Md.)	*60.00	....	32.4	7.6	
Sypherd	80	....	20	.....	
Waple	82	8.8	9.2	.....	
Wawa	77	....	23	.....	

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price on about 6.25% of Class I milk delivered by Pennsylvania, Maryland and Delaware producers and, in addition, 1.56% of milk from Pennsylvania producers was purchased at Class IV price.

NEW JERSEY

	Norm	Cream	Excess
Abbotts	100	.....	Balance
Castanea "A"	74% of Norm	26% of Norm	Balance
"B"	81% of Norm	19% of Norm	Balance
Scott-Powell	.....	.....	
Suburban "A"	65.4	34.6 of Norm	Balance
"B"	88.6	11.4 of Norm	Balance
Supplee-Wills-Jones	100	.....	Balance

Amend Dairy Council By-Laws

Change Meeting Date, Method of Election

AT A MEETING of the membership of the Philadelphia Inter-State Dairy Council on September 15th, three important changes were made in the organization's by-laws which will have the effect of further increasing the organization's usefulness to the dairy industry. These changes relate, respectively, to the method of electing directors, the number of directors and the time of annual meeting.

The change in method of electing directors was made to meet the growing interest in Dairy Council work on the part of the industry as a whole, and the desire to place participation upon as broad a basis as possible.

Broad Representation

Readers of the REVIEW are familiar with the fact that the organization of the Dairy Council sixteen years ago took place largely through the initiative of the Inter-State Milk Producers' Association, now succeeded by the Inter-State Milk Producers' Cooperative. Early leaders believed, rightly, that as large a participation as possible within the industry was advantageous to the new organization's work in promoting milk consumption among consumers, and they were fortunate in being able to secure the cooperation of many distributors in the milk shed. In subsequent years it has come about that contributions have been received not only from Inter-State members and from distributors but, as well, from producers who are not members of the Cooperative.

It was recognized, therefore, that some means of extending representation to this non-member group should be developed. But as these non-member contributors are largely unorganized, the problem of electing representatives from this group has been more difficult than in the case of the original two groups. However, as a result of much study of the problem a plan has been developed and is now incorporated into the by-laws which gives representation to all contributors. The plan is as follows:—

Three classes of members are recognized: (1) the Inter-State Milk Producers' Cooperative which pays dues to the organization; (2) those distributors and manufacturers of milk who pay dues to the same; and (3) the producers of milk who pay dues to the same but are not members of the Inter-State Milk Producers' Cooperative.

The business and affairs of the Dairy Council are to be managed by a board of twenty directors from the classes above which are divided into two groups of ten each, elected for a period of one year. One group of ten from the producers will be elected in the following manner:—(a) Eight who shall be members or employees of the Inter-State Milk Producers' Cooperative, elected by delegates of the Cooperative who are selected according to the by-laws of that organization; and (b) two members who shall be from producers of milk (not members of the Cooperative).

The second group of directors will be nominated by the distributors and manufacturing group.



Three good friends. Kenneth and Geraldine Gulick, with their pet Collie. Picture sent by Ernest Gulick, Stockton, New Jersey.

Ballots for election of the two directors representing contributing producers (non-members of the Cooperative) are to be distributed prior to any election by the distributors or manufacturer of milk to whom such producer delivers his milk.

The directors to represent distributors or manufacturers of milk will elect their apportioned number of directors in the same manner as heretofore with the number of votes based on contributions.

The eight directors on the board representing the Cooperative "shall be elected by the delegates of the Inter-State Milk Producers' Cooperative selected as provided by the by-laws of that organization; the meeting of delegates for the election of these directors shall be held annually in November at the time and place selected by the Inter-State Milk Producers' Cooperative; in case the delegates fail to elect this group of eight directors during the month of November, these directors shall be elected by the Board of Directors of the Inter-State Milk Producers' Cooperative at any duly convened meeting thereof at such time and place as they shall choose."

From the foregoing it will be seen that the membership of the Dairy Council Board of Directors will be increased from sixteen to twenty, thus permitting the representation of all interests now furthering the work of the Dairy Council. Directors have always served without remuneration.

Annual Meeting in November

By a change in by-laws it now becomes possible for the annual meeting of the Dairy Council to be held in conjunction with that of the Inter-State Milk Producers' Cooperative instead of in December as in the past. The date for the 1937 Annual Meeting has accordingly been set for the afternoon of Thursday, November 18th. Prior to this date, elections will have taken place for the representatives on the Board for each of these member groups: (1) the Inter-State Milk Producers' Cooperative; (2) contributing distributors and manufacturers; and (3) contributing producers who are not members of the Inter-State.

A full copy of the revised by-laws of the Philadelphia Inter-State Dairy Council may be secured upon request from the Executive Secretary, C. I. Cohee, 20th & Race Streets, Philadelphia, Pa.

There has been a distinct improvement in the quality of feeder cattle obtained in southeastern Pennsylvania since the Eastern Livestock Cooperative has bought feeders direct from range areas. Indications point to the handling of 10,000 to 12,000 head during 1937.

Directors will be elected in seven Inter-State districts this fall. This will be done by the delegates—but remember—you members pick those delegates.

When writing to REVIEW advertisers please mention that you saw the advertisement in the REVIEW.

The discontented man finds no easy chair.

IRREGULAR PAGINATION

Annual Delegate Meeting

Inter-State Milk Producers' Cooperative

WILL BE HELD AT THE

BENJAMIN FRANKLIN HOTEL

Philadelphia, Pennsylvania

NOVEMBER 17 - 18, 1937

All members, their families and friends are urged to attend

Local Meeting Schedule

We are giving, in this issue of the REVIEW, a list of those local meetings which have already been scheduled, together with the date and, where we have the information, the place of the meeting. Notices will be sent to each individual member a few days in advance of the meeting of his local. These notices are being sent by post card and each member is urged to watch for his own notice, which will carry the program and other details of the meeting.

District 1

Palm—Palm Hotel—October 7

District 4

Princess Anne—Court House—October 5
Snow Hill—Court House—October 5
Hurlock (Joint)—Hurlock High School—October 7
Cambridge (Joint)—Hurlock High School—October 7

District 6

Bowers—Bowers Hotel—October 28
Kempton—Kempton Fire House—Nov. 9
Steinsville—Steinsville Hotel—October 26
Virginville—Virginville Hotel—October 25

District 7

Christiana—Bairs' Truck Shed, Gap—October 12
Leola (Joint)—National Bank Bldg., New Holland—October 19
New Holland (Joint)—National Bank Bldg., New Holland—October 19
Paradise—High School—October 14
Rothville—High School—October 22
Witmer—Smoketown School—October 15

District 9

Kirkwood—Kirkwood School—October 27
Middletown—High School—October 22
Newark—Wolf Hall—October 21
Townsend—Public School—October 29

District 11

Cochranville—High School—October 26
Kemblesville-Landenburg — Kemblesv lle Hall—October 25
Oxford—Grange Hall—October 21
Quarryville—Drumore Center Hall—Oct. 18
So. Lancaster Co.—Oakryn Hall—Oct. 13

District 13

Shirleysburg—Shirleysburg Grange—Oct. 6
McConnellstown—McConnellstown School—October 8

District 15

Avongrove — Avongrove Consolidated School—October 25
Kennett Square—Bayard Taylor Memorial Library—October 18
West Chester—Municipal Bldg.—Oct. 20

District 16

Duncannon (Joint)—Shermanatta Grange Hall—October 14
Lewistown—Court House—October 8
Loysville (Joint) — Shermanatta Grange Hall—October 14
Millville—Grange Hall—October 5

District 17

Doylestown—Court House Jury Room—October 8
New Hope—Solebury Grammar School—October 5
Newtown—Enterprise Hall—October 12

District 19

Chestertown (Joint)—County Agent's Office, Chestertown—October 12
Worton (Joint)—County Agent's Office, Chestertown—October 12
Kennedyville—High School—October 12

District 21

Bedford—Bedford Grange Hall—October 5
Everett—October 20
Friends Cove—P. O. S. of A. Hall, Charlesville—October 7
New Enterprise—School Bldg.—October 18

District 25

Martinsburg—Court House—October 18
Middletown, Md.—Middletown High School—October 20
Washington County — Lappans Parrish House—October 7
Waynesboro — Washington Twp. High School—October 13

District 26

Chambersburg — Stoufferstown School—October 12
Fulton County—Odd Fellows Hall, McConnellsburg—October 15
Mercersburg—High School Auditorium—October 14
Path Valley—High School, Dry Run—October 18.

The delegate you elect at your Local meeting will represent you and your neighbors at the annual delegates' meeting in Philadelphia, November 17-18

Consumer Cooperation Lacks Foreign Stimulus

Consumer cooperation in the United States lacks the environment and impetus necessary for either rapid or widespread development, in the opinion of Robin Hood, secretary-treasurer of the National Cooperative Council, in his individual report as a member of the President's Inquiry on Cooperative Enterprise in Europe.

Each member of the group filed a separate brief, in addition to the general report signed by all.

Hood declared that frequently reported estimates of the scope of consumer cooperation in this country have given an erroneous impression of the extent and growth of the movement, and stated that factors which have made for its remarkable acceptance abroad are absent or relatively absent here.

"Consumer cooperation developed in Europe because it served an economic need," he said. "It will develop in the United States to the extent that it can serve an economic need. Any group of people who believe they can purchase their requirements more advantageously through cooperatives than through private enterprises should be fairly accorded their rightful opportunity to make the effort."

Four factors which aided the spread of the movement abroad, and which are relatively lacking in this country, he continued, are exceedingly inefficient retail distribution; class loyalty to their own institutions on the part of repressed industrial workers; deeply ingrained thrift coupled with the necessity for making small incomes go as far as possible; and, in recent years, strongly financed cooperative wholesales able to promote new local societies or assist struggling ones.

"These factors are absent or relatively absent in the United States today."

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Cooperatives Are Growing

The Pennsylvania Department of Agriculture reports that the volume of business carried on by cooperatives operating in Pennsylvania increased in 1936 over 1935. The dollar volume of business showed an increase of $2,352,135. Milk and livestock were the only products to show a decrease in value of amounts handled by cooperatives. Total membership showed a slight decrease in spite of the increased volume of business and the dollar volume of products handled.

It is just as impossible to keep a first class man in a fourth class job as it is for a fourth class man to hold a first class job.

Hauling Study Under Way

PROGRESS has been made in finding the way toward more economical hauling of milk in the Philadelphia milk shed. An extensive study made during recent weeks on milk hauled direct to dealers' plants has pointed out possibilities while similar economies are also possible among receiving station shippers.

Small loads, irregular loads and overlapping routes are outstanding faults which have been uncovered. Many trucks are loaded to only slightly more than one-half capacity. Another factor causing light loads is the uneven production, truckers being required to provide capacity for the six weeks of peak production while carrying only part loads the rest of the year. A practical plan to bring about level production would go far in helping truckers adjust their equipment to the needs of the producers they serve.

Developing Routes

Instances have been found frequently of several trucks going over the same roads in picking up their loads, all adding to the cost of hauling milk. In addition, some dealers are going as much as 60 miles to pick up loads of more or less scattered producers, crossing the normal routes of much of the milk moving into Philadelphia, in spite of adequate supplies within half that distance of their plants.

Many truckers have shown keen interest in arrangements which would assure them of full loads that are not subject to raids by other truckers or other dealers. Plans are under way on an experimental basis to give this assurance to truckers, believing that in this way economies will result in reduced hauling rates or delay the need for increases.

A hauling permit has been issued by the Public Utility Commission to one trucker who agreed to haul at a reduced price after the producers he serves had expressed keen dissatisfaction with both the rates and the quality of service of the previous hauler. It is interesting that the commission recognized this situation, granting the new hauler a permit in spite of violent protests by the previous hauler, other haulers supplying the same station, and even some protest from the dealer in favor of the previous hauler. The one weakness in the protest of the producers against the previous hauler was that they had made no general or definite objection to the quality of his services or his rates. In their appearance before the Commission asking that a permit be issued to the new hauler there was no question as to their dissatisfaction although it was voiced belatedly.

Room For Economies

Many hauling rates are as low as they can be placed in order to maintain quality of service. Economies in such instances will have to be directed to preventing any increase. Other changes will require a lot of work, considerable give and take, and in some instances maybe giving up some special service. At best, this will be a longtime program, perhaps requiring four years or more to become effective over the entire milk shed.



Harry Frackman is assisting his pet Collie in getting a bone fastened to the clothes line. Picture sent by Virgil R. Probst, Quarryville, Pennsylvania.

No Need For Politics

Reports are still coming to us about the meeting of milk control officials which was held in Portland, Oregon, during August. It seems that one of the outstanding speakers at this conference was Charles H. Martin, Governor of Oregon.

In commenting upon the success of the Oregon Milk Control Law he said, in part, "The really staunch supporters of the law are the producers and distributors and it was they who moved down to Salem en masse when an attempt was made in the recent session of the legislature to repeal the act and prompted the vote of 28-2 against repeal in the Senate.

"It occurs to me that any objection to such beneficial legislation as our Milk Control Act is prompted either by ignorance of the facts or by selfish motives. Some people object to milk control because it will not permit them to take trade advantages which they believe should go to them but not to others. Again there are people opposed to control legislation because they allow their politics to interfere with their judgment. *In my opinion the farmer has enough trouble with the normal bacteria in his milk without there being injected any politics into it.* For that reason I have determined that the best politics that this administration could possibly follow in the matter of milk legislation was to see that their regulation was completely free from everything except sane milk control. I believe that the record of control in this state will offer mute testimony to the wisdom of this procedure."

This seems like good politics because it is good business.

The closer milk control can be kept to sound business policies and practices the more successful it is likely to be. It has been demonstrated time and again that any unsound governmental control or any control that is run from a purely political approach will soon bog down from its own weight. Although Oregon is a long distance away it does appear that their milk control is highly successful and doubtless their strong determination to keep politics out of their milk has helped accomplish this result.

Each member will get a notice of the time, place, and program of his Local's annual meeting. Watch for yours.

Join the Picture Contest

The pictures appearing on this page and on page 9 were supplied by our own Inter-State folks, each of whom was paid $1.00 for the snapshot used. We regret that no picture was received last month which could be enlarged successfully for use on the cover.

Remember that we will pay $5.00 for every picture used on the cover that is sent by a member of an Inter-State family. Likewise, $1.00 will be paid for any picture used on an inside page and submitted by a member of an Inter-State family.

Look over your snapshots; pick out the ones that have an interesting subject, an attractive background, and clear sharp outlines. Send them in, giving enough information to identify them, including your name, name of subjects in picture and anything else that will be of interest.

We want to use pictures in the REVIEW *and will favor those supplied by our own members whenever possible.*

A "Level" Production Plan

Low Class I percentages, lower average prices, and general producer unrest and dissatisfaction with the milk prices of last summer are due in large measure to the increasingly wide fluctuations between fall and spring production. It is generally realized that there must be enough producers supplying the market during the season of low production to take care of all the fluid milk needs and part of the cream needs of the market. But if those same producers send a lot more milk to market during the following spring than they did in the fall that extra milk must find its outlet for use in ice cream, butter, or other manufactured products.

The low price for the part of the milk used that way is what depresses the average price. This extra milk is in direct competition with the vast quantities produced in the midwest that depend mostly on manufactured outlets. The price, therefore, must be in line with competition.

Under the utilization plan of selling milk, every producer has the milk he sells divided up among the various uses in exactly the same proportion as every other producer. This is true regardless of how evenly, or level, he might produce. His only protection is to produce cheap milk to be sold at this cheap price—and that means produce it on pasture, in the spring, even though consumers will not buy this milk as fluid milk.

Producers May Choose

Because of this general situation a plan has been developed which will permit producers to determine whether they want to continue on the present unsatisfactory "straight utilization" plan or whether they want to level out their production and establish a quota on which their Class I sales will be based.

The plan, as outlined, would first require approval of the Milk Control Commission, next would require the cooperation of the buyer of the milk.

The plan would be optional, permitting each producer to decide whether he would want to be on the quota plan or continue on straight utilization. The dealer in each case would divide up his Class I sales between the two groups of producers according to the total production of each group during October, November and December, the short production season. From here on the situation might be compared to two dealers, one with the Class I sales equal to the quota group's share of the market, and buying only from the quota producers, the other with Class I sales equal to the non-quota group's share of the market and buying only from those producers during the following year.

Proposed Plan Seems Fair

The proposed plan for determining quotas will use the production for all twelve months, eliminating the extremes of any months in which production goes excessively high above the twelve-month average. Details must be worked out but in applying the plan to production records of numerous producers a very satisfactory result was obtained. The producer who maintains a level production will find that his quota for the following year will be very near his monthly average. The irregular producer would find his quota somewhat under his average monthly production.

It is also proposed that, within certain limitations, producers may change to the other plan should they find their first selection unsatisfactory.

A new quota would be made each year to apply to the next year's production, a new division of the market between the quota and the non-quota groups also being made each year.

Will Discuss At Meeiings

This plan will be outlined to members at Local meetings this fall and an opinion obtained as to whether or not they want such an optional plan. If the sentiment is in favor of it, further plans will be worked out and producers will be given an opportunity later for each producer to decide whether he desires to go with the quota group or the non-quota group.

New Jersey Now T B Free

The United States Department of Agriculture announced on September 4 that New Jersey was officially designated as a modified accredited area in the program for elimination of bovine tuberculosis. With this achievement by New Jersey the entire Philadelphia Milk Shed is now listed as a modified accredited area, which means that tuberculosis in cattle has been reduced to less than five out of each one thousand head.

As with most fluid milk producing areas, the degree of infection was relatively heavy in parts of New Jersey, as it was in some sections of Pennsylvania and many parts of New York State and southern New England.

The campaign to eliminate tuberculosis started in 1918, when the United States and the New Jersey Departments of Agriculture first began cooperation in the testing program. Many individual herd owners had tested before that. Perhaps the biggest incentive to this elimination program was the demand of consumers that their milk be from healthy cows, and as this demand became more insistent, health regulations were passed requiring that all herds supplying milk to various municipalities must be free of the disease.

It is interesting to note that the oldest herd in New Jersey to be recognized as free from bovine tuberculosis and accredited is owned by H. T. Borden of Mickleton who is manager of the South Jersey Inter-State Milk Market. Although one herd was accredited before Mr. Borden's that herd has since been sold, leaving his herd the oldest in the state to hold the distinction.

There are now fifty-five counties in the country which have not achieved the distinction of being accredited areas. One of these is in New York State, where the work will likely be finished soon; seventeen are in South Dakota and thirty-seven are in California. Testing of herds is now under way in practically all these counties.

Blinks: "Did you know that lion taming is now being taught by mail?"

Jinks: "Yes, but how can a graduate be certain, upon entering the cage, that the lion recognizes the diploma?"

Co-ops Increase Bargaining Strength

Although a measure of proof in the terms of dollars and cents of the value of cooperative associations is difficult to obtain, the Commission desires to add its opinion to the vast body of opinion to the effect, namely, that true cooperative associations have been of great value to the producers of farm products. These cooperatives have significantly increased the bargaining strength of producers and have reduced the spread between producers' and consumers' prices.—Federal Trade Commission.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of August, 1937:

Butterfat Tests	3139
Plants Investigated (first half Aug.)	16
(second half Aug.)	17
Calls on Members	813
Quality Improvement Calls	83
Herd Samples Tested	671
Brom-Thymol Tests	364
Microscopic Tests	160
Membership Solicitation Calls	230
New Members Signed	76
Educational Meetings	5
Attendance	57
Local Meetings	1
Attendance	54

Bill In Congress Would Give Co-ops Added Help

Greater help for genuine cooperatives is planned in a bill introduced in Congress shortly before adjournment of the recent session. This bill is sponsored by Representative Herman P. Koppleman of Connecticut. The bill also is intended to curb, if not prevent the formation of, cooperatives which are that in name only, commonly called "company" cooperatives because they usually sell to only one company and are open to undue influence by that company.

This bill would give further Federal sanction to producer dairy cooperatives and would exact stiff penalties against anyone, especially buyers, who would in any way interfere with or attempt to influence such cooperatives.

The bill would establish requirements for such a cooperative as follows:

1. It would have to sell to more than one dealer, not including subsidiaries.
2. It would require a written contract with the dealers which would give the cooperative the right to audit, or have audited, the dealers books and which would include the right to demand a full supply contract of the dealer.
3. A producer contract would be required which would give the cooperative title to the milk of the members with proper safeguards for both parties to the contract.

Other requirements would be the right to acquire and operate dairy plants and the elimination of proxy voting.

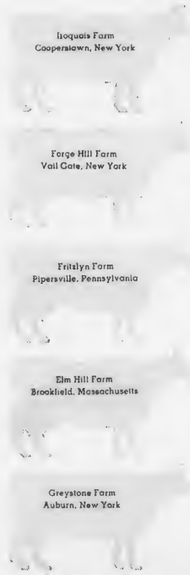
Many of the features of the bill were based on findings of the Federal Trade Commission in its study of various milk markets. Certain weaknesses of the set-up of cooperatives were found in that study, some of which were general and some applied only to certain markets or certain cooperatives.

It is reliably reported that some features of the bill will give to genuine farmer owned cooperatives rights similar to those guaranteed to labor under the Wagner Labor Act. Such rights are deserved fully as much by farmers and farm groups as by their city cousins. It will be interesting to watch the development of this bill in the next Congress.

They Didn't Lose

A small dealer went broke while still owing three Inter-State members $292.16. These members were paid by the Cooperative according to contract and the Inter-State is collecting what it can from the remains of the defunct business.

5 Outstanding Herds make HIGH Records on this New Test Cow Ration



LAST month we announced a new dairy ration—specially made for you men with cows on test. Long before this public announcement was made, Beacon Test Cow Ration was put to the most rigid practical test on well-known farms. The farms listed on the left and others equally as well known are now using *Beacon Test Cow Ration*. Their outstanding production on this ration is further proof of its exceptional merits.

The balanced protein content of 18% in Beacon Test Cow Ration is ideal for high producing cows. High in fat (4¾%) and low in fibre, yet the ration is a light, bulky feed which cows like and handle easily.

Developed especially for Test Cows, *Beacon Test Cow Ration* is equally efficient for all the cows of any high producing herd. Try this remarkable ration. Give it time to prove what it can do with your cows. Then match its results against those of any other ration. Your local Beacon dealer can supply you.

The BEACON MILLING COMPANY, Inc.
Cayuga, New York

Makers of a complete line of high quality feeds for poultry, cattle, horses, hogs, game birds, rabbits and dogs.

BEACON Test Cow Ration

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY EQUIPMENT

FOR SALE: ESCO electric dairy sterilizer, size S-8, holds 4 cans and buckets or 8 bottle cases. In good condition but too small for present needs. Price $40. Clark H. Reed, West Chester, Pa.

GUERNSEYS

FOR SALE: REGISTERED GUERNSEY BULL. A choice individual just ready for service. His own Dam has two A. R. records above 500 lbs. His Sires Dam has record 18,170 milk—776 fat. His next Dam has 15,366 milk—730 fat. Here is real production at a price any dairyman can afford to pay. $125 delivered within 100 miles. Clark H. Reed, West Chester, Pa.

"I'm a self-made man."

"You're lucky. I'm the revised work of a wife and three daughters."



World-Famous
STEWART CLIPMASTER

Over 90% of the world's clipper users own and PREFER STEWART clippers. *CLIPMASTER is faster, cooler running, easier-to-use.* **The most powerful clipper of its kind ever made.** Lasts longer. Stays sharp longer. Fan-cooled, ball-bearing motor exclusive Stewart design. Completely insulated in the special **EASY-GRIP** handle barely 2 inches in diameter. The finest, most enduring clipper ever made for cows, horses, dogs, mules, etc. *A $25.00 value for only $17.95* complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send $1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power Clipping and Shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Rd., Chicago, Illinois. *47 years making Quality products.*

Our Sole Business Is To PRINT

We have the types, paper stock and experience — necessary to do a first-rate job economically.

Let's Get Together
WE CAN HELP YOU

Write, Phone or Call

HORACE F. TEMPLE
INCORPORATED
WEST CHESTER, PA.

Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

FOR SALE—McCormick-Deering Milking Machine, 3 units, new this year. 1937 Dodge 1½ ton truck, high sides, skid plank, for hauling milk and cattle. Newton Foster, New Hope, Pa.

Teacher: "William, what are the two genders?"

William: "Masculine and feminine. The feminine are divided into frigid and torrid, the masculine into temperate and intemperate."

The annual meeting of Inter-State Locals is the real annual meeting of the Cooperative.

Silence is the college yell of the school of experience.—*Life.*

Dairy Outlook Is Good

LOWER MILK and cream receipts in Philadelphia during the first four weeks of September, as reported by the United States Department of Agriculture Monthly Milk and Cream Report, indicate that the utilization percentages of Class One will be even higher on the average during September than they were during August. Cream receipts during the first four weeks of September were 17,424 cans (40 quart) of 40 percent cream compared to 18,198 cans the same period one year earlier. Whole milk receipts during the same four week period of this September were 550,039 cans compared with 549,424 cans last September. Also, with schools open and people home from vacations there should be an even greater chance of producers disposing of a greater percent of their milk at the higher price. Each increase of one percent in the Class I percentage means an additional increase of about one cent per hundred in the producers' weighted average price.

The average daily milk deliveries by 6494 producers was up five pounds or 2.38 percent during August, 1937, as compared to July deliveries by 6492 producers, and was six pounds or 2.87 percent higher than the deliveries by 6926 producers in August, 1936.

Feed Prices in September continued their downward trend in all sections of Inter-State territory. This general decline has given dairymen a 12 to 15 percent price advantage over last September and at least eight to ten percent advantage on most feeds from August, 1937. (See table on page 15 for further details.)

Butter Prices have shown a material advance during the month of September and will average more than two cents higher than the August price. This 34.98 price is exactly the same as for Sept., 1936. This substantial price increase is seasonal in character and the whole butter price future for this winter looks encouraging. Storage stocks of butter in the ten leading markets of the United States, according to United States Department of Agriculture reports, were only a fraction higher on September 27, 1937, than on the same date last year; the amounts being 18,283,986 pounds and 18,074,378 pounds respectively.

Fluid prices in other markets show some increases; in New York the price to producers advanced 35 cents per hundred pounds bringing the Class I price to $2.35 in the 201-210 mile zone. The Lawrence and Lowell, Mass., and Richmond, Va. markets advanced 35 cents per hundredweight to producers and one cent to the consumers.

At Louisville, Ky., the producer price increased 13 cents and part of the retail trade was paying one cent more per quart. Other Class I price increases include: Lexington, Ky., 20 cents; Duluth, Minn., 10 cents; Kansas City, Kansas, 8 cents; and 3 cents per hundred pounds at Seattle, Washington. The price in New Jersey advances 8 cents per hundred on October 1.

Consumption of some manufactured dairy products appears to be greater than last year. The July consumption of butter, the latest figure available, increased 15,000,000 pounds to 170,669,000 pounds over last year while the trade output of both condensed and evaporated milk has been slightly stronger but cheese consumption seems to have slowed up slightly; some 600,000 pounds less being consumed during July, 1937, than during July, 1936.

Milk Sales increased 3.73 percent in August over August, 1936, in 136 leading cities in the United States according to the Milk Industry Foundation Report. The report also states that payrolls of their employees had gone up 9.6 percent in August over the previous year, while employment increased 8.9 percent meaning that their actual increase in wages per man has been approximately 0.7 percent over a year ago.

●

Farmers of this country will have a total cash income of approximately $9,000,000,000, according to estimates made by the United States Department of Agriculture. The reported income in 1936 was $7,865,000,000 and this year's income, if it reaches the present estimate, will be the largest since 1929.

SEPTEMBER, '37, BUTTER PRICES

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	34½	34	33¼
2	35	34⅜	33¼
3	34¾	34¼	33¼
4	34¾	34¼	33½
7	34⅜	34¼	33¼
8	34¼	34¼	33¼
9	35	34½	33½
10	35¼	34¾	33½
11	35¼	34¾	33½
13	35¼	34¼	33¾
14	35¼	34¾	34
15	35½	35	34¼
16	35¾	35¼	34¼
17	35¾	35¼	34¾
18	35½	35	34¼
20	36	35½	35
21	36	35½	35
22	36	35½	35
23	36	35½	34½
24	35¾	35¼	34¼
25	35¾	35¼	34⅜
27	35¾	35¼	34½
28	36	35½	34½
29	36¼	35½	34½
30	36½	36	34¾
Average	35.48	34.98	34.11
Aug., '37	33.28	32.77	31.95
Sept., '36	35.62	34.98	33.94

Milk Hauling Facts

Transportation of milk in the Philadelphia Milk Shed is the title of a new 151-page bulletin just issued by the Cooperative division of the Farm Credit Administration, Washington, D. C. This Bulletin, No. 13, was written by John J. Scanlon, senior agricultural economist.

The bulletin is based on a study made in 1934 by Mr. Scanlon and assistants and the facts reported still apply today in most instances. Some of the situations found then have been corrected, others are being corrected but many of them are still waiting some concerted action. Only through a longtime program combined with hard work can some of the needed reforms be made effective. Haulers, producers and milk dealers supplied the data used in the study.

Hauling costs, services rendered, types of equipment used, the basis of rates, duplication of routes and numerous similar subjects as they apply to both direct hauling and receiving station routes are covered in the bulletin.

Copies of the bulletin can be obtained from the Farm Credit Administration.

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Feed Dry Cows Properly For Higher Test Average

Cows, like people, take vacations now and then to build up their systems for hard work ahead, says Dr. J. W. Bartlett, professor of dairy husbandry at the New Jersey College of Agriculture, Rutgers University.

"Toward the end of each lactation and during the dry period, the dairy cow stores up the minerals which she will draw upon in the subsequent milking year," Dr. Bartlett asserts, "and dairymen may well take advantage of this rest period to feed their dry cows a body building ration. Experiments show that when dairy cows start their lactation in good flesh, they average higher in butterfat tests than when they freshen in a thin condition.

"It has also been demonstrated that if the cow is properly fed while dry, she will produce more milk on less feed after she freshens. Dairymen should study each animal as an individual and the amount of grain fed should depend on the animal's condition.

"While proper roughage may put some cows in good flesh, others may require several pounds of grain daily. If a low protein feed is used, there is little danger of getting the dry cow too fat. Use either a commercial ration or a home mixed ration. A good home mixed ration consists of equal parts of corn meal, ground oats, wheat bran and linseed oil meal."

An Extra Check

Fifty-two Pennsylvania producers found a second check in their pay envelopes for August milk. This extra ten cents per hundred pounds was obtained through the organized efforts of these producers acting through their local Inter - State committeemen.

FOR SALE
BEAUTIFUL COUNTRY HOME and 20 Registered Guernseys

Here is your opportunity to purchase a 14 acre estate just ½ mile out of County Seat town of 14,000 population, on main concrete highway. All buildings are modern and all have been built since 1928. It is in reality a Dairyman's dream with Ceramic Tile Milk House all finished and equipped with stainless steel. Complete bottling equipment and the entire supply of milk and eggs goes to the local hospital at premium prices. More land adjoins that can be had for expansion if so desired, also an almost unlimited retail trade can be established if desired. It can be purchased as a complete unit, or real estate separate. Price $21,500.

Clark H. Reed, West Chester, Pa.

Feed Price Summary for September, 1937

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	Sept., 1937 ($ per T.)	Aug., 1937 ($ per T.)	Sept., 1936 ($ per T.)	% Change Sept., 1937, compared with *Sept., 1936	Aug., 1937
Wheat Bran	30.03	33.00	34.84	−13.81	− 9.00
Cottonseed 41%	35.78	43.43	44.80	−20.13	−17.61
Gluten Feed 23%	33.51	37.16	45.76	−26.77	− 9.83
Linseed Meal 34%	42.51	42.31	49.25	−13.69	+ .47
Corn Meal	44.70	46.48	48.56	− 7.95	− 3.83
Mixed Dairy Rations: 16%	34.23	36.65	37.82	− 9.49	− 6.60
24%	38.61	41.26	45.52	−15.18	− 6.42
32%	40.93	44.39	50.92	−19.62	− 7.79
Alfalfa Hay	18.00	22.50	.....	.....	−20.00
Brewers Grain	30.16	31.87	.....	.....	− 5.37

* Mailing list revised January, 1937, therefore comparisons are not made on same dealers.



E. W. JOHNSON of Longmont, Colo., says:

"GIVE ME GUERNSEYS!"

MR. JOHNSON, highly regarded in Boulder County for his good judgment, has had nothing but Guernseys on his place for ten years. His herd, now consisting of 20 head, all registered for four years. He says the breed is gentle and easy to handle. But, more than that, he cites production as the reason he's sold on Guernseys. The nine cows in his milking herd average 7000 pounds on ten-month records with a test of 4.9 per cent!

Here is another progressive dairyman who recognizes the growing demand for Guernsey Milk . . . who profits by its premium price! Write to The American Guernsey Cattle Club, 231 Grove Street, Peterborough, N. H., for information and a list of breeders with Guernsey Cattle for sale.

PREMIUM GUERNSEY CATTLE produce PREMIUM GUERNSEY MILK



Get a new Improved Andis (the original single unit electric animal clipper) at the lowest price in history. It's easier to operate . . . weight rests on the animal . . . you merely guide it. Has a more powerful fan cooled and dust sealed motor. Blades quickly interchangeable for clipping all kinds of animals. Choice of leading Dairymen, Breeders, Hunt Clubs and Army men everywhere.

LOW COST OPERATION — Standard 110 volt A.C. - D.C. only $17.50 postpaid. Models for 6 V. (storage battery), 32 V. light plant and 220 V. high line, $2 extra.

10 DAYS TRIAL — Order from your dealer, or send only $1 . . . (Specify voltage required) . . . pay postman balance (we pay postage). Money back if not fully satisfied after using clipper 10 days.

ANDIS CLIPPER COMPANY, Dept. A17K Racine, Wis.

REVIEW advertisers will like to know, when you write them, that you saw their ad in the REVIEW.



up to 25% MORE MILK ... per cow yearly!

NOT ONLY CAN YOU expect up to 25% more milk but also . . . *an udder free from congestion at freshening time* . . . *easy calving* (15 to 45 minutes) . . . *quick cleaning* (2 to 4 hours) . . . and a *cow in vigorous condition to be re-bred successfully* . . . when you put your dry cows on Purina Dry and Freshening Cow Chow. This new feed rebuilds cows and *puts new life into them.* Followed up with Milking Cow Chow, you'll get more milk and make more yearly net profit per cow. See your Purina dealer and let him tell you how you can feed the best in dairy feed at no extra cost under Purina's exclusive More Milk Insurance offer.

PURINA MILLS
854 Checkerboard Square St. Louis, Mo.

Dry and Freshening Cow Chow for Dry Cows ... Cow for the Milkers

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Dept. of Agr. Economics,
Cornell University,
Ithaca, N. Y.

INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., November, 1937 No. 7



Frederic Snyder, world traveler and political observer, will give banquet guests a talk on national and world affairs that "crackles and clicks".

Members attending the first afternoon's session will be privileged to hear energetic John Brandt, president of Land O' Lakes Creameries, give a talk packed with interest.



Official Notice to Delegates

Inter-State Milk Producers' Cooperative

The Annual Meeting will be held November 17-18, 1937, commencing at ten o'clock A. M., at the Benjamin Franklin Hotel, Ninth & Chestnut Streets, Philadelphia, Pennsylvania.

Board of Directors

By B. H. Melty President S. Ralph Zollers Secretary

All members of the Cooperative are welcome to attend all sessions of this meeting and take part in all discussions.

Banquet entertainment will be provided by the Acappella male chorus from East Petersburg, Lancaster County, Pa. This chorus won highest honors at the 1937 Pennsylvania music festival.



Delegates Meet November 17-18

All Members Welcome, Discussions Open

EVERY MINUTE of the 1937 meeting of the Inter-State Milk Producers' Cooperative will be packed with interest, from 10 a. m. on Wednesday until adjournment following the Dairy Council meeting on Thursday afternoon. Subjects of interest and importance to every producer in the milk shed will be up for discussion.

This meeting, the second of the Cooperative and the twenty-first of the organized producers in the Philadelphia Milk Shed, will be held at the Benjamin Franklin Hotel, Ninth and Chestnut Streets. This hotel offers every facility for the handling of a large meeting of this kind. The hall is adequate for taking care of as many as one thousand visitors; the banquet hall is ample and there are sleeping rooms enough to take care of all who are likely to stay over night.

The officers of the Cooperative will report on its year's work, giving somewhat more detailed reports than those presented at local meetings. There will be brief reports by the president, secretary and the general manager. In addition there will be further discussion of the financial report and brief reports of the Market Information and Review departments. It is understood and expected that the delegates or any members present shall feel free to ask questions or comment upon any feature of these reports.

Planned For Members

The members have requested in previous years that as much time as possible be given over to discussion from the floor. Most of the meeting will be devoted to this purpose. Only one outside speaker has been obtained and his talk, plus the brief reports of the officers, will be the only set features of the program.

This year's speaker is John Brandt, president and general manager of the Land O' Lakes Creameries, which is the sales agency for a large number of farmer owned creameries and cheese factories operating in Minnesota and Wisconsin. His organization is one of the largest dairy cooperatives in the country and it has established an enviable record under Mr. Brandt's leadership. We assure every delegate and member that they can benefit through Mr. Brandt's address.

It is obvious from the interest shown at local meetings that the delegates will have a busy time discussing and determining policies on many of the subjects that will be up for discussion. The proposed plan to level production will be among the most important subjects. There will likely be a discussion of the entire milk testing program and whether some different basis of testing the members' milk should be worked out.

Milk trucking from the farm to market or farm to receiving station is certain to be discussed and recent developments in the milk shed show that much can be done in this respect. The future plan for allocating funds for the use of districts and locals must also be discussed, as last year's recommendation was effective for only one year. Federal and State milk control will doubtless be discussed and the sentiment expressed by the delegates and members will be valuable in mapping further programs.

The part that women may take in cooperative work needs the careful study of the delegates, as well as of the officers and directors.

Another subject that will likely come up for discussion is the matter of getting information back to the members, especially through local and district meetings. This involves, largely, means of getting a high percentage of members out to such meetings.

Members to Bring Questions

Not only will these subjects be discussed but it is expected that delegates and members present will bring many other problems before the delegate body for consideration.

A separate women's program will be held on Wednesday morning. This program will be given in the Dairy Council offices, 20th and Race Streets, and will start promptly at 10 o'clock, with luncheon at the Dairy Council. The women will attend the general sessions for the remainder of the meeting. More complete details of the women's program will be found on page 10.

President B. H. Welty has appointed a committee of four to act upon resolutions which may be presented. This committee is composed of: Walter V. Spessard, Smithsburg, Md., Chairman; Russel H. Skinner, Mullica Hill, N. J.; Frank McGill, Doylestown, Pa.; Norman Outten, Harrington, Del. Resolutions which are presented for the consideration of the meeting should first be presented to this committee, so that they may eliminate duplicates, study the resolutions and make recommendations to the delegate body which will then take final action.

The annual banquet will be held at 6 p. m., Wednesday, November 17. This banquet is designed to give all members and delegates, their families and friends, a chance to meet and eat together socially when the problems of the convention itself are temporarily set aside.

The Banquet

One speaker has been obtained for this dinner and he is Frederic Snyder, nationally known lecturer and political observer. His subject is "Keep Ahead of the Headlines" and he will present the results of his observations, not only in this country, but from visits to the Spanish frontier, the League of Nations at Geneva, the Reich Crafts demonstration at Dusseldorf, the Paris Exposition, London, and Scotland. From these observations he will discuss probable future happenings in world politics.

The entertainment at the banquet will be provided by the Acappella Male Chorus from East Petersburg, Lancaster County, Pa. This chorus won highest honors in the Pennsylvania State Music Festival in 1937 and its members are known to hundreds of Inter-State members. Many of them are from Lancaster County farms. In addition to the chorus singing, there will be quartets and solos rendered by members of the chorus, also special readings.

Dairy Council Meets

The afternoon of the second day of the meeting will be given over to the meeting of the Philadelphia Inter-State Dairy Council. Reports of the Council's work the past year will be heard and acted upon and Dairy Council activity discussed. The delegates of the Cooperative will be called upon some time during the Wednesday or Thursday morning sessions to elect eight members of the Dairy Council's board of directors, these members to represent the Cooperative. These changes in the Dairy Council's set-up were requested at the 1936 annual meeting of delegates and are being made effective this year for the first time.

Come To The Annual Meeting

With few exceptions the local annual meetings have all been held and we are now getting ready for the Annual Delegate Meeting.

Discussions at our local meetings developed many new ideas as to what the Cooperative should do to benefit its members. Some of these ideas are what conservative people would call radical. Every new idea must be studied carefully on its merits, regardless of whether, on first impression, it seems radical or conservative. Only after all facts about each idea have been carefully weighed can we decide whether it would work if given a chance. If the facts point to its success then it should be given a fair trial regardless of how radical it may seem to some of us. In order to make progress, every cooperative must try every practical idea that has a good chance to succeed.

At the coming Annual Meeting many of these new ideas will be put before the delegates and it will be up to the delegate body to instruct the Board of Directors as to which new ideas should be adopted, which ones need further study and which ones should be turned down for the present at least.

This is officially a delegates meeting but as many members as possible should attend so that they can enter into the discussions and help the delegates arrive at decisions that are sound and acceptable to the majority of the members. The Cooperative belongs to the members and they must help guide its destiny. One important way to help do that is attend the Annual Delegate Meeting, November 17 and 18.

A. J. Lauterbach

Trenton Producers Make Agreement With Buyer

THE PRODUCERS' *committee in the Trenton market have completed an agreement with the Castanea Dairy Company, covering the establishment and adjustment of norms. This agreement has been signed by representatives of both groups and approved by the New Jersey Milk Control Board. It represents distinct progress in the development of sound relationships between the organized producers and the dairy companies which buy the milk.*

The agreement follows in full:

The parties to this agreement are THE BORDEN CO., CASTANEA DAIRY COMPANY of the city of Trenton, New Jersey, hereinafter called the "Dealer", party of the first part, and the Producers' Committee, viz: W. J. LAUDERDALE, EUGENE STAPLER, ALVIN SATTERTHWAITE, E. T. SAVIDGE, M. HUBERT WALTON, hereinafter called the "COMMITTEE", chosen representatives of the producers of milk who ship this product to the aforesaid Dealer, the party of the second part.

The DEALER and the COMMITTEE do hereby agree:—

1. That this agreement shall continue in full force and effect for the period of one year from Jan .1, 1938.
2. That established norms for the calendar year of 1938 shall be reckoned as follows:—

Average monthly production for the calendar year 1937 omitting the months of May and June.

In cases where production has been affected by serious illness of the owner or manager or where a herd has been affected by a contagious disease or depleted by tests during the year 1937, the owner or manager may be allowed to choose the corresponding ten months of the year 1936 for the purpose of determining his Established Norm.

3. That the Established Norms of the producers shipping milk to the Dealer for the calendar year beginning January 1, 1938, are as follows: (Norms of producers were listed here).
4. The COMMITTEE acting with the DEALER shall have discretionary powers in adjusting Norms either up or down throughout the year if they deem it advisable to do so, but such adjustment shall not be made downward without notifying the producer of the intended adjustment ten days prior to the regular meeting of COMMITTEE at which such action shall be taken.
5. Any controversy or difference of opinion in the interpretation of this agreement which may arise between the producer and the dealer shall be referred to the Milk Control Board for final adjudication.

In witness whereof the parties have hereunto set their hands and seals, this 14th day of September, 1937.

DEALER	COMMITTEE
(*Signed*)	(*Signed*)
H. R. Hurley	Wm. J. Lauderdale
S. M. Smith	M. Hubert Walton
Attest:	Edgar Savidge
H. H. Fisher	Eugene Stapler
Secy. Producers Comm.	Alvin Satterthwaite

Milkmen Get Medals

Two milk men from "Inter-State" territory came in for special recognition at the meeting of the International Association of Milk Dealers held in Dallas during October. Joseph Smith of Camden, N. J., has covered a milk route with a horse and wagon for forty-six years without an accident and received a gold medal for this record.

During the same convention The Milk Industry Foundation awarded Pasteur medals to milk men for heroic deeds. In this connection a bronze medal was awarded to John J. Snyder, a member of the Pennsylvania Milk Control Commission, for his courage in attempting to save four occupants of a sedan which plunged from an embankment into the Delaware Canal. After diving several times Mr. Snyder managed to extricate the bodies from the wreck, which was under ten feet of water.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

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Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phone, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Inter-State
Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
A. H. Lauterbach, General Manager
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* Members Executive Committee

Secondary Market Managers
Altoona-Huntingdon—J. J. Camp, Roaring Spring, Pa. Phone 118M.
South Jersey—H. T. Borden, Co-op. Bldg., Glassboro, N. J. Phone 10.
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J. Phone 4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del. Phone 2-7464.

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D. W. Winter, Glenside, Pa.

Dairy Co-op Leaders Meet at Baltimore

A meeting of vital importance to dairy farmers of this country takes place on November 1-3. This is the annual meeting of the National Cooperative Milk Producers' Federation, which is being held this year at Baltimore, Maryland. We regret that the meeting comes at such a time that we can not report it in the November issue of the REVIEW, but concise summaries of the important subjects under discussion at the meeting will be carried in the December issue.

Of major importance will be the discussion of legislation. This will include not only the proposed farm legislation in the coming special session of the Congress, but also the Black - Connery Wages and Hours Bill, which is certain to have an effect on farm wages and prices.

Three subjects on their program are of vital interest to the Philadelphia Milk Shed. These are: "Should Cooperatives Transport Their Members' Milk", "The Advantages of Reserves" and "Base Surplus Plans".

Other subjects of major importance are: "Control of Dairy Cattle Diseases", "The Danger From Unorganized Milk", and "What Cooperation Can Do for Dairy Farmers". General discussions of these and other subjects are open to the public.

●

Filled Milk Fight On Again

The fight to save the Pennsylvania dairy industry from the South Sea Island's "cocoanut cow" is not yet over. The Carolene Products Company, which makes some products out of skim milk and cocoanut oil has appealed the court ruling by which they were compelled to quit selling their product in this State.

This firm started selling filled milk in the Pittsburgh area about a year ago and, upon finding that they were operating contrary to law, asked for an injunction against the law. The injunction was denied and the court ruled that the Pennsylvania law is constitutional. This law permits the sale of this product only in large size sealed cans, which carry conspicuously on the label words to the effect that the product is not suitable for infant feeding.

The Carolene people have appealed their case to the Pennsylvania Supreme Court. This appeal covers 170 printed pages and one of their strong points is that they have had similar laws set aside in six states and are operating in other states under an injunction against the laws designed to control the sale of this product.

Your Cooperative took an active part last winter in the court fight to uphold the law and will continue its fight to save dairy markets for dairy products.

●

Cull Boarders Now

With beef prices high the wise dairyman will go over his herd carefully and cull out all cows that are near the border line in profit. The fall is an excellent time of year to do this, as it will save the work and expense of keeping the cow during the highest-cost season of the year.

Producers who are members of dairy herd improvement associations will have a ready and convenient yardstick for measuring the value of each cow in their herds. Other producers might find it worthwhile to join such organizations in order to get a detailed record of the production and feed cost of the cows in their herds, thus obtaining an accurate guide for the elimination of the poorest cows.

It is probable that the returns from cows sold for beef will not be as high for some little time as they are right now. As a rule the same feed and attention given the remaining cows in the herd will return almost as much milk and more profit than if spread over a larger herd containing a few boarder cows or cows right on the border-line in profit.

No man was ever big enough to do all the thinking for a business.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933
Of INTER-STATE MILK PRODUCERS' REVIEW, published monthly at Philadelphia, Pennsylvania, for October 1, 1937.
State of Pennsylvania } SS:
County of Phila. }

Before me, a Notary Public in and for the State and county aforesaid, personally appeared H. E. Jamison, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the Inter-State Milk Producers' Review and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in Section 537, Postal Laws and Regulations, printed on the reverse side of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher: Inter-State Milk Producers' Cooperative, 401 N. Broad St., Phila., Pa.; Editor: H. E. Jamison, 401 N. Broad St., Phila., Pa.; Managing Editor: None; Business Manager: H. E. Jamison, 401 N. Broad St., Phila., Pa.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

Inter-State Milk Producers' Cooperative, 401 N. Broad St., Phila., Pa. (No stockholder owns as much as one percent of the total amount of stock.) President: B. H. Welty, Waynesboro, Pa. Vice President: A. R. Marvel, Easton, Md. Secretary-Treasurer: I. Ralph Zollers, 401 N. Broad St., Phila., Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state). None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

H. E. JAMISON.

Sworn to and subscribed before me this 15th day of September, 1937. [SEAL] A. F. WALSH.
(My commission expires March 9, 1939.)

National Milk Week

Overlapping the Inter-State annual meeting this year comes National Milk Week, November 14-20 inclusive. During that week concerted efforts will be made throughout the entire country to bring the food, health, and economy values of milk to the attention of American consumers.

National agencies cooperating in this campaign are; the National Dairy Council, the National Cooperative Milk Producers' Federation, the International Association of Milk Dealers, and the Milk Industry Foundation. In addition, the Milk Dealer, a dairy trade paper, is giving its extended support.

Although nutrition experts feel that National Milk Week should be repeated at least 52 times a year, they recognize the value of making a special effort to focus attention on milk, every interested agency giving its help at the same time.

The Inter-State Milk Producers' Cooperative is planning a simple exhibit to be installed at the Benjamin Franklin Hotel, where our annual meeting will be held. The Philadelphia Inter - State Dairy Council is making available its extensive supply of displays, moving picture films, and posters. It is also cooperating in a newspaper campaign and is using every facility at its command to further this project.

The Philadelphia milk dealers also are cooperating through special advertising on their wagons and the distribution of literature to all of their customers. The dealers are cooperating on a newspaper advertising program, in which the value of milk will be emphasized.

Other means of bringing milk to the attention of the public during that week are the use of the radio, running recipe contests featuring the use of milk, and the establishment of window displays.

●

Injunction On Bonding Placed Before Court

The merits of the injunction against the bonding provision of the Pennsylvania milk control law will be heard by the court on November 3. It will be recalled that this injunction was obtained by two Harrisburg milk dealers and because of that injunction it has not been necessary for milk dealers to put up a bond as intended by the legislature in passing the milk control act.

Should the court set aside the injunction and declare this feature of the law constitutional, then it will be necessary for milk dealers operating in the state to post a bond equivalent to substantially more than one month's purchase of milk. Should the dealer then under-pay producers or fail to pay them at all, the bond would be forfeited and the money used to pay the producers.

Had this bonding provision been in effect, several producers supplying a Chester County dealer would have obtained their full payment from the bond which that dealer would have been required to post in order to obtain a license to do business.

●

Build Our Meetings

The annual meeting of our Cooperative is the high point in the year's activities. It is our hope that we can build this event to the point where members will look forward to the meeting to such an extent that at least one-fourth of the members will be present for at least a part of the sessions.

It will take time to attain such an objective. We feel that, as the organization progresses and the members become better informed as to what is done at the meeting, and realize that it is their meeting where they can discuss freely and frankly every phase of milk marketing and their Cooperative's policies, more and more members will come to each annual meeting.

●

4-H Boys at Columbus

The 4-H club department is an outstanding feature of the National Dairy Show. This year a contest was put on for demonstrations of various milk production problems by teams of 4-H boys. The team from Massachusetts won national honors, as well as high honors for the eastern section. The Maryland team, consisting of Wm. E. Shumaker and Wm. Johnson, placed third in the eastern section, with Delaware seventh and Pennsylvania tenth. Malloy Vaughn, Jr., and James Hudson, of Sussex County, were the members of the Delaware team and Elmer Over and Carl Rickard comprised the Pennsylvania team.

Twenty-five teams participated in the 4-H dairy cattle judging contest, which was won by Nebraska. The Maryland team placed fifth, with Pennsylvania following.

Willis Smith of the Maryland team was second for the entire contest and Samuel T. Slack was tenth in individual honors. Norman Rounds was the other member of the Maryland team. The Pennsylvania team consisted of John Wright, James Howes and Harrison Myers, from Bucks County.

The Inter-State Milk Producers' Cooperative helped make it possible to send the Pennsylvania 4-H demonstration and judging teams to the National Dairy Show and also contributed to the local expenses of the demonstration teams from Inter-State territory which competed in the Delaware and Maryland state contests.

Extensive interest has been shown in the demonstration contests and it is anticipated that more teams will compete in the state contests next year. The teams will be organized and start training earlier and thereby will be able to give more effective demonstrations.

●

Future Farmer Contests

The Future Farmers of America occupied a most important place in events at the Eastern States Exposition at Springfield, Massachusetts. As reported in the October REVIEW, the milk judging team from New Jersey won first honors in that contest.

In addition, Maryland took the second honors among Future Farmers in dairy cattle judging, with Delaware fifth and Pennsylvania seventh. Stanley Unstead of Maryland was the best individual judge. A poultry judging team from New Jersey placed second in the contest, with David Krupnick of that state the best individual judge.

Another feature of the Future Farmer program was a public speaking contest, in which Frank Bentz, Jr., of Maryland was a close second to an Ohio boy.

●

4-H Boy On Banquet Program

Just before going to press we have completed arrangements to have Lloyd Miller, a 4-H club boy from Montgomery County, provide additional entertainment at the Inter-State banquet with an electric guitar. Lloyd is a son of Harry U. Miller, a member of the Zieglerville Local.

●

Walraven in Hospital

Members of the Sudlersville, Maryland, Local of the Inter-State passed a resolution at their annual meeting, extending their sympathy to E. Davis Walraven who is seriously ill in a Wilmington hospital. A floral tribute was also sent him. Mr. Walraven has long been active and prominent in Inter-State activities and has served on several committees at annual meetings.

When you are in clover, beware of the bees.

A Defaulting Dealer

The Wilmington Dairy Company, operating in the Wilmington market, has failed to pay several producers who shipped to it. Three of these producers are members of the Cooperative and their accounts with that dealer have already been paid by the Cooperative.

A judgment has been requested against this firm to collect the amount involved in these three cases. The Cooperative will obtain every cent possible from that firm and, in case the judgment is not satisfied in full, efforts will be made to prevent the principals of that firm from again entering the dairy business.

Another dairy operating in Philadelphia, and which became involved in frequent difficulties with the Milk Control Commission, was to be sold out by the sheriff during October. It was later announced that the sale was postponed.

This firm is reported to have discontinued purchases last summer from all Pennsylvania producers and went over to New Jersey to get milk, thus escaping control by either the Pennsylvania Milk Control Commission or the New Jersey Milk Control Board as to prices paid producers because its transactions then became inter-state commerce and were outside the jurisdiction of any state agency.

●

Potato Control Favored

A vote was recently conducted among Pennsylvania potato growers, as to whether they favor potato crop control. The result of the vote was 1275 growers wanting control, while 538 were opposed to it. The vote in 56 of Pennsylvania's 67 counties was in favor of such control.

Every tide has its ebb.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of September, 1937:

Butterfat Tests	5082
Plants Investigated (first half Sept.)	23
(second half Sept.)	38
Calls on Members	1245
Quality Improvement Calls	38
Herd Samples Tested	494
Brom-Thymol Tests	296
Microscopic Tests	132
Membership Solicitation Calls	222
New Members Signed	66
Educational Meetings	10
Attendance	9087
Local Meetings	15
Attendance	417

Supplementary Notes To Price Table on Page 7

* All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5 percent butterfat basis from the 4 percent basis included in its orders.

‡ Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading, Tamaqua and Tyrone markets.

† September only.

The September average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The October Class III price in Pennsylvania as set by the Control Commission is $1.36 per 100 pounds of 3.5 percent milk ($1.54 for 4 percent milk) f.o.b. dealers' plant or receiving station. Class III price for October in Maryland and Delaware is $1.26 for 3.5 percent milk.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

South Jersey Milk Prices in October to producers, at the farm, for 3.5% milk: Class I, $2.76. Class II, $1.85. Class III, $1.44. Grade A, Class I, $2.76 plus butterfat and bacteria bonuses, or $3.16. Grade A, Class II, $1.95.

Prices Paid by Philadelphia Distributors
Weighted Averages, September, 1937

Abbotts	Philadelphia, Pa.	$2.54
Baldwin Dairies	Philadelphia, Pa.	2.58
Breuninger Dairies	Philadelphia, Pa.	2.76
Wm. Engel Dairies	Philadelphia, Pa.	2.77
Gross Dairy	Philadelphia, Pa.	2.73
Hamilton Dairies	Philadelphia, Pa.	2.67
Hutt & Kempf	Philadelphia, Pa.	2.40
Missimer Dairies	Philadelphia, Pa.	2.72
Scott-Powell	Philadelphia, Pa.	2.62
Supplee-Wills-Jones	Philadelphia, Pa.	2.49

Classification Percentages—September, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealers	*Class I*	*Class IA*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	67	.....	33	.....	75% of Class I
Baldwin	76	.....	14	10	
Billman & Stegmeier	68	4.5	27.5	.....	
Blue Hen Farms	70	.....	30	.....	
Breuninger Dairies	88	.....	12	.....	87% of Production
Clover Dairy	75.14	.....	11.24	13.62	
Delchester Farms	57	.....	43	.....	
Engel	89	.....	11	.....	
Fraims Dairies	76	.....	16	8	
Charles Gross	85.59	.....	14.51	.....	
Hamilton	80	.....	20	.....	
Harbison	81	.....	13	6	
Hernig	47	.....	53	.....	
Hoffman	47.5	8.9	43.6	.....	
Johnson, I. Ward	81.75	.....	16.68	1.57	
Keiths Dairy	82	12	6	.....	
Martin Century	87.7	.....	12.3	.....	87.2% of Production
McMahon Dairy	86.91	7.13	5.96	.....	
Meyers	82	.....	18	.....	88% of Production
Missimer	84	.....	16	.....	
Scott-Powell	76	.....	21	3	
Supplee-Wills-Jones	63.44*	.....	34.54	2.02*	53% of Production
Sypherd's	78	.....	22	.....	
Waple Dairies	74.7	6.6	.....	18.7	
Wawa	77	.....	23	.....	
Ziegler Dairies	60	19.2	2.1	18.7	

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price on about 8.25% of Class I milk delivered by Pennsylvania, Maryland and Delaware producers. Pennsylvania producers were paid Class IV price of $1.58 instead of Class III price for 2.02 percent of their sales.

NEW JERSEY

Dealer	*Norm*	*Cream*	*Excess*
Abbotts "A"	100	–	Balance
"B"	99	1	Balance
Castanea "A"	77	Balance	61% of Excess
"B"	84	Balance	61% of Excess
Suburban Dairies "A"	70.6	29.4	
"B"	93.7	6.3	

Prices *3.5% Grade "B" Milk

September Averages and September and October Schedules. (Explanatory Notes on Page 6, Col. 2.)

Dealer	Delivery Point	Average Price Paid in Sept.	Class I Price Sept. & Oct.	Class II Price September	Class II Price October
Harshbarger, J. E.	Altoona, Pa.	$2.46	‡$2.76	$1.78	$1.83
Hoffman's Dairy	Altoona, Pa.	2.27	‡2.76	1.78	1.83
Keith's Dairy	Altoona, Pa.	2.61	‡2.76	1.78	1.83
McMahon Dairy	Altoona, Pa.	2.62	‡2.76	1.78	1.83
Supplee-Wills-Jones	Bedford, Pa.	2.14	2.37	1.78	1.83
Peter Hernig	Boiling Springs, Pa.	2.12	2.48	1.80	1.85
Harbisons	Brandtsville, Pa.	2.35	2.52	1.80	1.85
Harbisons	Byers, Pa.	2.35	2.52	1.80	1.85
Harbisons	Carlisle, Pa.	2.35	2.52	1.80	1.85
Harbisons	Centerville, Md.	2.29	2.48	1.62	1.76
Supplee-Wills-Jones	Centerville, Pa.	2.05	2.24	1.76	1.81
Supplee-Wills-Jones	Chambersburg, Pa.	2.20	2.45	1.79	1.84
Highland Dairy	Chester, Pa.	2.55	2.88	1.85	1.90
Miller-Flounders	Chester, Pa.	2.55	2.88	1.85	1.90
Supplee-Wills-Jones	Chestertown, Md.	2.16	2.48	1.62	1.76
Scott-Powell	Clayton, Del.	2.28	2.50	1.62	1.76
Abbotts	Coudersport, Pa.	2.11	2.28	1.77	1.82
Penn Cress Ice Cream Co	Cresson, Pa.	2.20	‡2.76	1.78	1.83
Abbotts	Curryville, Pa.	2.18	2.37	1.78	1.83
Scott-Powell	Dagsboro, Del.	2.20	2.40	1.62	1.76
Highland Dairy	Doe Run, Pa.		2.65	1.78	1.83
Supplee-Wills-Jones	Duncannon, Pa.	2.24	2.52	1.80	1.85
Abbotts	Easton, Md.	2.18	2.46	1.62	1.76
Delchester Farms	Edgemont, Pa.	2.44	2.88	1.85	1.90
Turner & Wescott	Glenroy, Pa.	2.21	2.55	1.81	1.86
Philadelphia Quaker Maid	Goldsboro, Md.	1.95			
Abbotts	Goshen, Pa.	2.29	2.53	1.80	1.85
Supplee-Wills-Jones	Hagerstown, Md.	2.10	2.39	1.62	1.76
Supplee-Wills-Jones	Harrington, Del.	2.16	2.48	1.62	1.76
Supplee-Wills-Jones	Huntingdon, Pa.	2.18	2.43	1.79	1.84
Harbisons	Hurlock, Md.	2.28	2.46	1.62	1.76
Abbotts	Kelton, Pa.	2.31	2.55	1.81	1.86
Abbotts	Kempton, Pa.	2.28	2.52	1.80	1.85
Supplee-Wills-Jones	Kennedyville, Md.	2.16	2.48	1.62	1.76
Harbisons	Kimberton, Pa.	2.35	2.52	1.80	1.85
Martin Century Farms	Lansdale, Pa.	2.59	2.88	1.85	1.90
Supplee-Wills-Jones	Leaman Place, Pa.	2.28	2.57	1.81	1.86
Supplee-Wills-Jones	Lewistown, Pa.	2.20	2.45	1.79	1.84
Sypherd Dairies	Lyndell, Pa.	2.36	2.52	1.80	1.85
Harbisons	Massey, Md.	2.29	2.48	1.62	1.76
Supplee-Wills-Jones	Mercersburg, Pa.	2.20	2.45	1.79	1.84
Harbisons	Millville, Pa.	2.25	2.40	1.79	1.84
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.16	2.48	1.62	1.76
Supplee-Wills-Jones	Nassau, Del.	2.14	2.45	1.62	1.76
Scott-Powell	New Holland, Pa.	2.36	2.56	1.81	1.86
Abbotts	Oxford, Pa.	2.31	2.55	1.81	1.86
All Distributors	Philadelphia, Pa.		2.88	1.85	1.90
(For prices paid by Philadelphia distributors—see price table on page 6)					
Abbotts	Port Allegany, Pa.	2.11	2.28	1.77	1.82
Scott-Powell	Pottstown, Pa.	2.40	2.61	1.81	1.86
Supplee-Wills-Jones	Princess Anne, Md.	2.09	†2.37	1.62	1.76
Abbotts	Providence, Md.	2.20	2.49	1.62	1.76
Ziegler Dairy	Reading, Pa.	2.25	‡2.65	1.78	1.83
Supplee-Wills-Jones	Red Hill, Pa.	2.28	2.57	1.81	1.86
Breuninger Dairies	Richlandtown, Pa.	2.43	2.52	1.80	1.85
Sheffield Farms	Rising Sun, Md.	2.26	($2.26 for all milk in September)		
Harbisons	Rushland, Pa.	2.35	2.52	1.80	1.85
Scott-Powell	Snow Hill, Md.	2.16	2.34	1.62	1.76
Abbotts	Spring Creek, Pa.	2.08	2.24	1.76	1.81
Duncan's Dairy	Springfield, Pa.	2.55	2.88	1.85	1.90
Harbisons	Sudlersville, Md.	2.29	2.48	1.62	1.76
Billman & Stegmeier	Tamaqua, Pa.	2.46	‡2.76	1.78	1.83
Supplee-Wills-Jones	Townsend, Del.	2.16	2.48	1.62	1.76
Waple Dairies	Tyrone, Pa.	2.36	‡2.65	1.78	1.83
Supplee-Wills-Jones	Waynesboro, Pa.	2.20	2.45	1.79	1.84
Eachus Dairy	West Chester, Pa.	2.55	2.88	1.85	1.90
Blue Hen Farms	Wilmington, Del.	2.43	2.67	1.87	2.01
Clover Dairies	Wilmington, Del.	2.42	2.67	1.87	2.01
Fraims Dairies	Wilmington, Del.	2.45	2.67	1.87	2.01
Johnson Dairy	Woodlyn, Pa.	2.50	2.88	1.85	1.90
Silver Seal (Delaware only)	F. O. B. Farm	2.17			
Supplee-Wills-Jones	Zieglerville, Pa.	2.28	2.57	1.81	1.86

Financial Statement, 1936-1937

Mr. I. Ralph Zollers, Secretary,
Inter-State Milk Producers' Cooperative,
401 North Broad Street, Philadelphia, Pa.

Dear Sir:

WE HEREBY CERTIFY that we have made an examination of the books and accounts of the Inter-State Milk Producers' Cooperative for the Fiscal Year ended August 31, 1937. In our opinion, the accompanying Statements of Assets and Liabilities (Exhibit A) and Income and Expense (Exhibit B) set forth the financial condition at August 31, 1937 and the result of operations for the Fiscal Year ended that date.

Very truly yours,

FLEISHER, FERNALD & COMPANY
Certified Public Accountants

September 14, 1937.

Exhibit A

INTER- STATE MILK PRODUCERS' COOPERATIVE STATEMENT OF ASSETS AND LIABILITIES AUGUST 31, 1937

ASSETS

Current Assets:		
Cash—		
On Hand	$ 150.00	
Liberty Title and Trust Company	19,768.51	
	19,918.51	
Travel Advances	400.00	
		$20,318.51
Assignments Receivable—		
Due from Inter-State Milk Producers' Association		6,557.75
Accounts Receivable—		
Advertising (Net)	84.98	
Employees	23.75	108.73
Total Current Assets		$26,984.99
Fixed Assets:		
Furniture and Fixtures	$ 1,851.57	
Less—Reserve for Depreciation	80.22	
		1,771.35
Organization Expense		1,244.50
Total Assets		$30,000.84

LIABILITIES

Current Liabilities:		
Accounts Payable—		
Secondary Markets:		
Altoona-Huntingdon (Schedule A-1)	$485.55	
South Jersey (Schedule A-2)	487.21	
Trenton (Schedule A-3)	211.17	
Wilmington (Schedule A-4)	497.23	
	$ 1,681.16	
Members:		
Represents proceeds on assigned stock except $1.00 for each member	533.00	
	$ 2,214.16	
Accrued Social Security Taxes		326.25
Total Current Liabilities		$ 2,540.41

CAPITAL

Members' Contracts:		
Membership Certificates Issued **(7927)**	$ 7,927.00	
Application for Membership Certificates **(545)**	545.00	
	8,472.00	
Reserve (Schedule A-5)	18,988.43	
Total Capital		27,460.43
Total Liabilities and Capital		$30,000.84

ACCOUNTS PAYABLE—SECONDARY MARKETS August 31, 1937

ALTOONA-HUNTINGDON — Schedule A-1

Contributions to Market		$1,071.84
Less:		
Expenses Paid—		
Salaries	$ 321.43	
Travel	264.86	
		586.29
Balance Unexpended, August 31, 1937		$ 485.55

SOUTH JERSEY — Schedule A-2

Contributions to Market		$2,904.61
Less:		
Expenses Paid—		
Salaries	$1,051.00	
Travel	699.99	
Miscellaneous Supplies and Expense (includes Purchase of Office Equipment and Expenditures for Broadcasting)	523.93	
Postage	41.83	
Rent	21.00	
Telephone and Telegraph	79.65	
		2,417.40
Balance Unexpended, August 31, 1937		$ 487.21

TRENTON — Schedule A-3

Contributions to Market		$1,973.11
Less: **Expenses Paid—**		
Salaries	$ 892.00	
Travel	204.35	
Miscellaneous Supplies and Expense	4.85	
Rent	180.00	
Stationery and Printing	13.15	
Telephone, Telegraph and Services	49.80	
		1,344.15
Balance Unexpended, August 31, 1937		$ 628.96

WILMINGTON — Schedule A-4

Contributions to Market		$2,688.55
Less: **Expenses Paid—**		
Salaries	$1,158.79	
Travel	901.73	
Miscellaneous	23.65	
Rent	87.00	
Telephone and Telegraph	20.15	
		2,191.32
Balance Unexpended, August 31, 1937		$ 497.23

RESERVE, AUGUST 31, 1937 — Schedule A-5

Reserved from Operations for Special Expenditures:		
($.01 of each $.03 of Membership Commissions collected)		$38,152.51
Portion of Inter-State Milk Producers' Association Capital Stock redeposited with Cooperative by Members		515.50
		$38,668.01
Less:		
Milk Loss by Producers—		
Defaulted Distributor Loss	$ 94.30	
Distributor Cream Sales	867.76	
Market Surplus Milk	1,168.87	
Producer Cream Sales	219.85	
Unmarketed Milk	257.62	
	2,608.40	
Market Information:		
Salaries	$1,539.10	
Travel	92.40	
Miscellaneous Supplies & Expense	46.52	
	1,678.02	
Contributions to Districts	3,746.50	
		8,032.92
		$30,635.09
Net Income, Fiscal Period Ended August 31, 1937 (Exhibit B—Deficit)		11,646.66
Balance, August 31, 1937		$18,988.43

Exhibit B

INTER-STATE MILK PRODUCERS' COOPERATIVE STATEMENT OF INCOME AND EXPENSE FISCAL PERIOD ENDED AUGUST 31, 1937

Income:		
Membership Commissions:		
Received from Dealers (Net)	$114,385.33	
Received Direct from Members	72.22	
	$114,457.55	
Less:		
Subscriptions to Review	2,722.69	
		$111,734.86
Expense:		
Salaries and Wages—		
Officers	$ 4,764.11	
Employees—Field	17,219.43	
—Office	13,344.63	
Directors	3,285.55	
	38,613.72	
Travel—		
Officers	$ 1,998.30	
Employees—Field	12,002.25	
—Office	971.67	
Directors	2,874.37	
	17,846.59	
Milk Producers' Review (Schedule B-1)		1,227.12
Annual Meeting		1,881.10
Accounting		195.00
Donations		422.34
Dues and Subscriptions		1,638.60
Hall Rent		146.00
Insurance and Bond Premiums		1,076.64
Legal		3,304.82
Miscellaneous Supplies and Expense		779.57
Office Supplies and Expense		940.10
Postage		1,842.08
Depreciation		80.22
Printing, Stationery and Mimeographing		1,772.46
Rent		2,948.30
Repairs and Maintenance		184 01
Secondary Market Expense—		
Altoona-Huntingdon (Schedule A-1)	$ 1,071.84	
South Jersey (Schedule A-2)	2,904.61	
Trenton (Schedule A-3)	1,973.11	
Wilmington (Schedule A-4)	1,934.65	
	7,884.21	
Taxes	1,150.44	
Special Meeting Expense	124.10	
Telephone and Telegraph	1,171.59	
		$ 85,229.01
Net Income		$ 26,505.85
Reserved from Operations for Special Expenditures (Schedule A-5)		38,152.51
Net Income to Surplus (Deficit)		$ 11,646.66

MILK PRODUCERS' REVIEW — Schedule B-1 FISCAL PERIOD ENDED AUGUST 31, 1937

Income:		
Advertising		$1,204.49
Subscriptions—Members	$2,722.69	
—Non-Members	60.95	
	2,783.64	
		$3,988.13
Expense:		
Salaries		$1,823.86
Travel		40.73
Discount Allowed		16.98
Engraving and Photos		221.81
Office Supplies and Expense		2.80
Miscellaneous Supplies and Expense		18.00
Postage		152.16
Printing and Stationery		2,938.91
		5,215.25
Net Income (Deficit)		$1,227.12

Supplementary Notes

Assignments Receivable represents the amount of stock owned by the Cooperative in the old Association. This stock was assigned by members upon joining the Cooperative.

Organization Expense represents the cost of incorporating the Cooperative and obtaining licenses to do business in Maryland, New Jersey and Delaware.

The $533.00 item listed among liabilities represents the value of stock above $1.00 per member assigned to the Cooperative by producers whose marketing agreements have not yet been accepted.

The $545.00 item listed as applications for membership certificates represents payments made to the Cooperative by 545 producers whose marketing agreements have not been accepted as yet.

Schedules A-1, A-2, A-3 and A-4 cover the financial details of the secondary markets which were in operation on August 31. Each of these markets obtains 1.2 cents per hundred pounds of milk sold in those markets for use in defraying local market expenses. Total commissions contributed to each market are listed together with the expenses incurred in each market. In addition to the funds held in the Cooperative treasury in the name of the secondary markets, the Trenton market also has cash deposited in a local bank.

Schedule A-5 represents the disposition of all funds obtained through the extra cent of commission obtained under the new Cooperative. It also includes $515.50, which represents balance due Cooperative members on their old Association stock but given by these members to the Cooperative.

Making Good On Guarantees

The first item under "milk loss by producers" was incurred in making good on the "guarantee of payment" in the marketing agreement. The next four items represent loss on milk which had no regular outlet and was taken care of by the Cooperative under its guarantee to provide a market for every member. These represent respectively, (1) cream sold by a dealer to prevent turning off members, the Cooperative making up the difference; (2) this is the difference between the average price at the receiving station and what was obtained from an ice cream dealer when the regular buyer refused to take the milk from members unless the milk was hauled by a trucker with a Public Utility Commission permit, the hauling rate being reduced from 30 to 20 cents per hundred; (3) producer cream sales represents cream that was taken off the hands of dealers to prevent them from turning off members, this cream being put in storage by the Cooperative. Part of this loss was due to the failure of refrigeration equipment where the cream was stored; (4) unmarketed milk which never left the producers' farms because of temporary lack of markets. A settlement was made in each case through compromise, according to the use the member could make of the milk at home. Slightly more than 600,000 pounds of milk was involved in these four types of transactions which were designed to keep this milk out of the hands of possible price chiselers and thereby keep the market stabilized.

The Market Information Department was established in March, according to the understanding when the extra one cent commission was asked of the members. Contributions to districts amounting to $.50 per member per year were also taken from this extra one cent commission as planned originally. The expenses of guaranteeing a market, guaranteeing payment, market information, and contributions to districts all represent new activities which were not carried on by the old Association.

Subscriptions to the Review were deducted from the membership commission at the rate of $.50 per year per member, as specified in the marketing agreement signed by the members.

Accounting Expense is that incurred in the hiring of Certified Public Accountants to audit the accounts of the Cooperative.

Donations represents money donated to 4-H club projects, Future Farmers of America, Institute of Cooperation, medals for milk show and clean milk contest winners.

Dues and Subscriptions represent dues to the National Cooperative Milk Producers' Federation, subscriptions to magazines and pamphlets and Chamber of Commerce dues.

Insurance and Bond Premiums include the organization's share of group life insurance, extra protection for the Cooperative on employees' automobiles, and the bonding of employees who handle money or write checks.

Legal Expense covers salary and expenses of our Cooperative counsel and includes considerable work on the "filled milk" case, in which the law prohibiting its sale in Pennsylvania was upheld, and on legislative matters and milk trucking contracts and permits.

Miscellaneous Supplies and Expense covers charges for testing licenses for fieldmen, copies of proceedings of various meetings and important hearings; special tests at the dairy laboratories and the services of witnesses at the "filled milk" hearing.

Taxes include both State and Federal unemployment insurance and the Federal Old Age Benefit Tax.

Net Income to surplus represents the amount borrowed from the reserve fund to take care of regular operating expenses, income for that purpose having been sharply curtailed due to smaller membership in the first few months of operation.

The Review account shows total revenue obtained through advertising, subscriptions of members and subscriptions sent in by non-members. The expenses include those parts of the salaries of the editor and his secretary which are chargeable to the Review, the remainder being charged to general office expense, this division being according to the approximate time spent on the Review. The difference between Review expense and income is charged as an operating cost of the Cooperative and appears in the statement of income and expense.

AN OPEN LETTER

To Women Readers of the REVIEW

WE ARE LOOKING forward in the near future to another Women's Session at the Annual Meeting of the "Inter-State" in Philadelphia on Wednesday, November 17th.

This year an unusually good program has been arranged, and we are to have two outstanding women as speakers. You will not want to miss them. Dr. Dorothy Child, Assistant Director of Medical Inspection, Philadelphia Public Schools, will speak on the important subject of "How Modern Schools Are Trying to Safeguard the Health of Children". Miss Pearl Mac Donald, Nutritionist for the State of Delaware will discuss an equally vital topic, "The Rural Home-maker Applies Nutrition to Every Day Living".

A special feature of this year's session is that it will be held in the auditorium of the new Dairy Council offices at 20th and Race Streets. If you are driving to Philadelphia, and know the city streets, the automobile in which you come may drop you at the Dairy Council office on its way to the Benjamin Franklin Hotel where other "Inter-State" sessions will be held. But for those who find it more convenient to go directly to the hotel, arrangements have been made for automobiles to convey the ladies to the Dairy Council.

Our program begins *promptly* at 10 o'clock. We are this year the invited guests of the Dairy Council for a demonstration-luncheon immediately following our program. After which we will be hurried back by automobiles to the Benjamin Franklin in order to be present for the opening of the 2 o'clock session of the "Inter-State" which this year is considered of particularly vital importance to all Inter-State men and women. Mr. John D. Brandt, of the Land O' Lakes Creameries, who is considered one of the finest speakers in the country, and is president of one of our largest dairy cooperatives, will be the chief speaker at the afternoon session.

With such a splendid program ahead, let us all do "our bit" in passing the word along and encouraging the women members of our "Inter-State" families to attend. If you have any suggestions or questions regarding these plans for our Women's Session, please feel free to communicate with me or any of the members of our Women's Committee as follows:—Mrs. Samuel B. Collins, Middletown, Del.; Mrs. James H. Kendall, McConnellsburg, Pa.; Mrs. Clayton Reynolds, Box 405, Denton, Md.; Mrs. Alfred E. Darnell, 40 N. Main Street, Medford, New Jersey; Mrs. O. S. Havens, Williamsburg, Pa.; and Mrs. S. W. Stearly, 130 Main Street, Trappe, Pa.

Sincerely yours,

LENA E. COLLINS, *Chairman*

Feed Price Summary for October, 1937

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	Oct., 1937 ($ per T.)	Sept., 1937 ($ per T.)	Oct., 1936 ($ per T.)	% Change Oct., 1937, compared with *Oct., 1936	Sept., 1937
Wheat Bran	29.54	30.03	36.02	−17.99	− 1.63
Cottonseed 41%	35.96	36.02	42.73	−15.84	− .17
Gluten Feed 23%	32.73	33.51	41.98	−22.03	− 2.33
Linseed Meal 34%	44.24	42.51	48.15	− 8.12	+4.07
Corn Meal	39.25	44.18	46.94	−16.38	−11.16
Mixed Dairy Rations: 16%	32.66	34.23	37.08	−11.92	− 4.59
24%	37.03	38.61	44.61	−16.99	− 4.09
32%	40.05	40.93	46.33	−13.55	− 2.15
Brewers Grain	31.93	30.16	.....	.....	+5.87

* Mailing list revised January, 1937, therefore comparisons are not made on same dealers.

Our Red Cross

More than one million visits have been made during the past year to persons ill in their homes by Red Cross public health nurses. Every day in the year these nurses make their way to bedsides in rural areas, sometimes by car, by horseback, walking or by boat to bring the trained care so helpful to the patients' recovery.

When disaster strikes Red Cross nurses are sent to the scene to help



At the Helm – in time of need

care for the sick and injured and to aid in the prevention of epidemics.

The work of the Red Cross public health nurse and all other Red Cross programs, such as first aid and life saving, assistance to veterans, first aid on the highways, the making of garments for needy families and books in Braille for the blind, are carried on by 12,000 Chapters and Branches and the National organization, which derive their support from the annual Roll Call.

Join this year at the Roll Call, November 11-25.

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Cheese Week

The fifth National Cheese Week, sponsored by leading members of the cheese making industry, will be observed this year, from November 7 to 14. During this week the industry will focus the attention of the public on the high food value of cheese and the many ways of using this valuable food. It is reported that in 1936 the per capita consumption of cheese reached 5.5 pounds, which is the highest ever reported in this country.

Many men possess the keys to the situation but never turn them.

Men and pins are useless when they lose their heads.

Call To Dairy Council Meeting

A meeting of the Philadelphia Inter-State Dairy Council is called for Thursday, November 18th, 1937, at 2:00 P. M., in the Benjamin Franklin Hotel, Philadelphia, Penna., for the hearing of the annual report of the Executive Secretary, the demonstration of new Dairy Council activities, and for the transaction of such other business as may be brought before the meeting.

C. I. COHEE, Secretary

Secondary Markets

THE financial statements for each of the secondary markets operating under the Inter-State Milk Producers' Cooperative will be found on page 8 of this issue of the Inter-State Milk Producers' REVIEW.

Only the Wilmington market was operating during the entire period covered by the Cooperative's financial report, the other markets starting at various times during the winter and spring. The Lancaster Secondary Market has not yet started actual operations but is in process of organization.

ALTOONA-HUNTINGDON

J. J. Camp, market manager, has been interviewing dealers relative to problems arising in the market. The handling of surplus and shifting of milk in order to avoid shortages with some dealers and reduce surpluses with others has required considerable attention.

Several members have been signed up during recent weeks.

TRENTON

Practically all the locals in the Trenton market have held their annual meetings and those in New Jersey were attended by some representative of the New Jersey Milk Control Board. The county agents from the counties comprising the Trenton market also participated in their respective meetings.

The committee and manager have been giving attention to milk hauling and have just recently settled one controversy in a manner satisfactory to both dealer and producers. The manager reports that the market is planning to cooperate with several additional dealers soon, at which time the marketing agreements signed by producers supplying those dealers will be accepted.

At the committee's meeting on October 27 an agreement was made which will increase the Class I price to Pennsylvania producers in the market by 5 cents a hundred pounds.

SOUTH JERSEY

The annual report of H. T. Borden, market manager for the South Jersey Inter-State Milk Market, shows that on August 31 there were 486 members whose contracts had been accepted. When the market started operations on February 9, 1937, there were 344 accepted contracts of producers in the area.

The annual report carries detailed information as to the work on quality and determining causes of rejected milk. Considerable attention was also given to determine and remove the causes of ropy milk discovered in the area. The detection and control of mastitis was another service extended to several members who had trouble from this source.

Through the manager's efforts many producers were kept on the market when their buyers threatened to turn them off due to over-supply. Numerous producers were also shifted from dealer to dealer in order to take care of similar situations.

The manager and executive committee of the market participated in Control Board hearings and were influental in getting a price increase on October first. Considerable market information was supplied members and educational exhibits were put on at local fairs.

LANCASTER

The producers supplying Lancaster city markets met on October 6 and elected eight committeemen. Plans were laid at the same meeting for the election of additional committeemen at local meetings in order that the entire area supplying Lancaster with milk will be represented.

After the committee members have been elected they will meet and select an executive committee from their number, also electing officers and appointing a market manager.

No date as been set, as yet, for the actual starting of operations in this market, this to be determined by the committee.

WILMINGTON

Several additional producers have recently joined the Cooperative in the Wilmington area. The sign-up is well above 80 percent among several groups of producers.

During October considerable attention has been given to the reduction of trucking rates. Steps are now under way for the Cooperative to take over the hauling of milk to the larger Wilmington dealers and let the hauling out on contract at rates substantially less than those now paid. Additional information on this will be found on page 15.



Will Tom Maloney and tom turkey show the same kind of admiration for each other on Thanksgiving day? Picture sent by Mrs. Wm. F. Immell, Chambersburg, Pa.

Join the Picture Contest

One dollar was paid for the picture reproduced on this page. Several other good pictures have been received which will be used in later issues. The delegate meeting has crowded us for space this month.

Look over your snapshots; pick out the ones that have an interesting subject, an attractive background and clear sharp outlines. Send them in, giving enough information to identify them, including your name, name of subjects in picture and anything else that will be of interest.

We want to use pictures in the REVIEW *and will favor those supplied by our own members whenever possible.*

Wage Bill Up in Congress

On November 15 a special session of the Congress will convene, with one of its most important objects the passage of the Black-Connery Wages and Hours bill. That bill would authorize the establishment of definite minimum weekly wages and also definite maximum number of hours to be worked per week in various industries.

Would such a law help farmers or hurt them? The bill has already passed the United States Senate and, in its present form, exempts farm labor, domestic labor, and certain other groups of workers. Included in the exemptions as the bill passed the Senate are employees of co-operative creameries and milk plants. This exemption is being fought bitterly.

Inquiry among farm leaders shows that farmers as a whole are quite strongly opposed to any wage-hour legislation; a few have expressed themselves in favor of it. The points stressed by those favoring the bill are that such legislation would bring about an increased purchasing power among wage earners, which would mean a greater ability to buy agricultural products. Another point stressed by these leaders is, that it will likely become necessary for agricultural interests to combine with labor in order to secure legislation favorable for agriculture and, therefore, agriculture should support this labor legislation.

Most Farmers Opposed

Antagonism to the bill is much more general and more pronounced. Perhaps the outstanding objection by farmers is the increased cost of labor. Most farmers contend that farm wages are now high as compared with the farmers' ability to pay. It is also emphasized that high wages to industrial workers will mean higher costs of materials and higher costs of distributing these products.

Many have emphasized that this proposed legislation would increase the cost of living, which would be detrimental to the wage earner as well because it would offset, to a great extent, any gains in wages.

It is generally believed that an increase in wage rates of industrial workers would throw even farther out of balance the price of what the farmers sell as compared with what they buy. Increased cost of government, with higher taxes, is also feared.

Many who have studied this bill fear that it will extend government control of business and may lead to even further regimentation of agriculture, a tendency which is opposed by many farmers. The higher prices which are likely to result may cause a reduction in our foreign trade by making our products too high in price for foreign markets and, at the same time make our markets too attractive to producers in foreign countries.

The sentiment in various sections of the country shows some differences; the central west seems to have the most supporters theof proposed labor legislation. Perhaps this is traceable to the so-called farmer-labor movement in some of the northern states of that area. Even there the majority appear to oppose the bill because of the higher costs it is likely to bring anp because of impatience with industrial strife.



"Daddy" Willits "snapped" at the home of Director Frederick Shangle where he was an honored guest at a meeting of the Princeton Agricultural Association.

The South is almost solidly opposed to the proposed bill, while the far West is also strongly opposed.

In the East, agricultural leaders are fearful of the effect of such legislation on the available farm labor supply and farm wage scales. New England, which produces largely for a home market, is more favorable toward the legislation because they feel that it might have a tendency to help New England industry with present high wages as opposed to other sections of the country which now pay lower wages as a rule.

This is a subject which every member of the Cooperative should think about seriously. Members are urged to write their Congressmen, expressing their views.

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Local Meeting Schedule

With a few exceptions the schedule of Local meetings is now completed. Three meetings will be held after this issue of the Review should reach its readers. Notices including the program are being sent to all members in those Locals.

District 2

Trappe-Limerick—Trappe Grange Hall—November 8.

District 6

Kempton—Fire House, Kempton—Nov. 9

District 17

Woodside—Home of Milton C. Satterthwaite—November 5.

Profits are a by-product of service.

RESERVATION FOR ROOM

at the

Benjamin Franklin Hotel

The Inter-State Milk Producers' Cooperative has arranged with the Benjamin Franklin Hotel, Chestnut at Ninth Street, for special facilities for delegates and other members attending the annual meeting.

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Cooperative. Advance reservations will assure all delegates and members of securing accommodations at the headquarters hotel.

The special rate for rooms, with bath, is $2.50 per day per person.

Inter-State Milk Producers' Cooperative
401 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Benjamin Franklin Hotel for the annual meeting at the rate of $2.50 per day, per person.

Check day of arrival—Nov. 16th ☐ Nov. 17th ☐

Number in party ..... Number rooms desired.....

Name .....

Address .....

Start Bangs Testing On Area Plan

Eradication of Bangs disease in Pennsylvania's 1,500,000 dairy cattle was placed on the area plan by the State Department of Agriculture for the first time on September 15 when eight townships in Crawford County were quarantined. The quarantine encompasses all cities, boroughs, towns and villages within the townships.

Venango County dairy interests are expected to approve the area plan of eradication late this month. Several townships will be affected.

On November 1 all of Jefferson County will be quarantined under the area plan. This is the only county in the State which will participate as one area. Owners of dairy farms in Jefferson County availed themselves of federal emergency funds for Bangs disease indemnities to the extent that the disease had been virtually eradicated there before the inauguration of the State program.

Fifteen veterinarians were sent into the eight Crawford County townships to make the blood tests there. All infected cattle will be destroyed.

The recent legislature made a special appropriation of $1,200,000 for the payment of indemnities on dairy cattle condemned for bovine tuberculosis and Bangs disease during the 1937-39 biennium. It is estimated that $800,000 of that amount will be used in the eradication of Bangs disease.

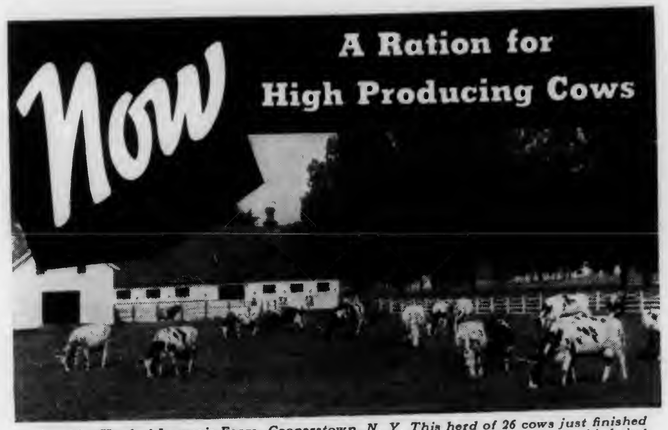
Federal indemnities are $25 for grade animals and $50 for purebred cattle. The State indemnity is on a basis of $32.50 for each grade animal and $50 for each purebred animal, these payments to be adjusted to keep the total of the federal and State indemnities and the salvage value within 90 percent of the appraised value of the condemned animal.

●

New York TB Accredited

Attention was called in the October issue of the Review to the fact that only three states were not on the list of state-wide modified accredited areas. Since that date New York has completed its tuberculin testing of dairy herds and has reduced the frequency of the disease to less than one-half of one percent in every county of the state, thereby becoming the forty-sixth state in this list. Only South Dakota and California now contain non-accredited areas.

Look through Review advertising, numerous valuable free booklets are often available.



Ayrshire Herd of Iroquois Farm, Cooperstown, N. Y. This herd of 26 cows just finished with an average of 423 pounds of butterfat for its herd test year. The entire herd is being Fed Beacon Test Cow Ration.

FOR the first time in history there is a ration especially made for Test Cows. A concentrate containing 18 per cent protein and a variety of palatable feeds. BEACON TEST COW RATION has a guaranteed fat content of not less than 4¾ per cent. It is low in fibre, yet bulky and easily handled by the cow. High in calcium and phosphorus content, it meets the demands of the heavy producing cow for these elements.

Tested and proved before it was ever offered to the public, BEACON TEST COW RATION meets the critical demands of all test cow feeders. It is also the ideal ration for all well-fed, high producing herds. Its sales are increasing rapidly and everywhere it is being fed, unusually high records are being made.

We also make *Beacon "20"* (20% protein without molasses. Where roughage conditions require 20 per cent protein, Beacon "20" has no equal.

Beacon Sweet "20" (20% protein with molasses). An excellent 20 per cent protein ration for dairymen who prefer a sweet feed.

For sale by your local Beacon Dealer.

THE BEACON MILLING COMPANY, Inc.
Cayuga, New York

Makers of a complete line of high quality feeds for cattle, poultry, horses, hogs, game birds, rabbits and dogs.

BEACON
Test Cow **Ration**

Approve Plans For New Farm Show Arena

Announcement was made recently that a $1,200,000 dollar arena will be built for the Pennsylvania Farm Show. Funds for this purpose have been allocated by the General State Authority and approved by the Federal Government.

Architectural plans now undergoing minor revisions provide for a judging ring spacious enough for the great international and national livestock shows and agricultural expositions, for a seating capacity of more than 15,000 persons, for additional exhibition space and other show needs.

Borings have already been made on the site and construction will be started in time to complete the building before the 1939 show. The present farm show buildings cover ten and one-half acres.



Get a new Improved Andis (the original single unit electric animal clipper) at the lowest price in history. It's easier to operate . . . weight rests on the animal . . . you merely guide it. Has a more powerful fan cooled and dust sealed motor. Blades quickly interchangeable for clipping all kinds of animals. Choice of leading Dairymen, Breeders, Hunt Clubs and Army men everywhere.

LOW COST OPERATION — Standard 110 volt A.C.- D.C. only **$17.50 postpaid.** Models for 6 V. (storage battery), 32 V. light plant and 220 V. high line, $2 extra.

10 DAYS TRIAL — Order from your dealer, or **send only $1** . . . (Specify voltage required) . . . pay postman balance (**we pay postage**). **Money back** if not fully satisfied after using clipper 10 days.

ANDIS CLIPPER COMPANY, Dept. A17L Racine, Wis.

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

He: "Honey, I've brought something for the one I love best. Guess what?"

She: "A box of cigars."

Feed Prices Continue Lower

LOWER FEED PRICES were again reported to the Cooperative by representative feed distributors throughout Inter - State territory. Monthly reports received from these feed dealers show that prices of principle feeds and feed ingredients are from 8 to 18 percent lower in October, 1937, than in October a year ago, and vary from 11 percent below to 5.87 percent above September prices.

Wheat bran dropped 50 cents per ton since September and $6.50 per ton below October a year ago, while cottonseed meal was almost the same in October as in September, and nearly $7.00 per ton less than for the same month last year. The price of corn meal showed the sharpest decline, dropping $5.00 per ton from September to October. (See table on page 10 for feed prices.)

Daily Production per shipper continued higher during September, 1937, than in September, 1936, it being up 8 pounds or 3.96 percent. Compared with August, 1937, September production was down 5 pounds per day per shipper, or 2.33 percent. These figures are determined from the actual production of approximately 6500 producers shipping milk in the Philadelphia market.

Late reports indicate lower production in October which should bring higher Class I percentages for most buyers, and with it, higher average prices.

Milk and Cream Receipts offer further indication of reduced milk production in October. The weekly reports of milk and cream receipts issued by the U. S. D. A. show a decrease of 2,400,000 pounds in amount of milk received in Philadelphia during the first four weeks of October as compared with the first four weeks in September. This, however, was 1,462,000 pounds more than in the first four weeks of October, 1936.

Receipts of cream showed a similar trend. The first four weekly reports issued in October, 1937, showed receipts of 14,455 cans (40-quart) of 40 percent cream, compared to 18,785 cans for the first 4 weeks of September but was 2,000 cans more than in October, 1936. Undoubtedly the increased receipts over a year ago are necessary, in part, to take care of the normal increase in milk and cream sales.

The Cream Prices increased from $17.00 per can for Pennsylvania approved cream during the week ending October 2nd to $18.00 per can for the week ending October 23rd. This higher price means that the competitive cream price on the Philadelphia market is closely in line with the Class II price as established by the Pennsylvania Milk Control Commission.

Fluid Markets over the United States show some higher producer prices. The producers' Class I price at Omaha was increased 35 cents per hundred and the retail price one cent per quart while in the St. Louis market the producers' price was increased 25 cents per hundred pounds with retail prices unchanged.

Knoxville reports a 25-cent per hundred increase to producers; Kansas City, Kansas, price is up 19 cents per hundred and one cent to the consumer. There is a 7-cent increase at both Seattle, Washington, and Lexington, Kentucky. The San Francisco Class I price advanced 10.5 cents per hundred on October 16. Lower Class I prices are reported at Madison, Wisconsin, with a 10-cent drop, Pittsburgh and McKeesport, Pennsylvania, each 6 cents lower, while Dayton, Ohio, went down 15 cents.

Manufactured Dairy Products markets appear to be a trifle stronger than a month ago. In September, 1937, the producers supplying evaporators and condensaries received an average weighted price of $1.61 per hundred for 3.50 percent milk compared to $1.52 for August but the price was still 13 cents below that of September, 1936. Wholesale prices of evaporated and condensed milk remain almost unchanged.

Production of dried milk in August, the latest available report, was considerably lower than in July and lower than that of August, 1936. Total stocks on hand September 1, 1937, were nearly 4,000,000 pounds greater than one year earlier and about the same as on August 1, 1937.

Imports of dairy products continued heavy. During the first eight months of 1937 the United States imported 37,000,000 pounds of cheese of various types compared to 36,000,000 pounds in 1936. The 10,000,000 pounds of butter imported during the first eight months of 1937 exceeded importations the same months of 1936 by nearly 2,000,000 pounds.

During August, 1937, the United States imported 15,512 gallons of cream compared with 1,922 gallons in August, 1936, bringing the total for eight months to 90,213 gallons compared to 8,944 gallons for the same period a year ago. Most of this cream came from Canada.

Butter Prices continued to maintain a certain amount of strength. The price of New York 92-score butter fluctuated between 35½ and 36½ cents per pound during September. Storage stocks of butter in the ten leading markets totalled 50,128,565 pounds on October 26 as compared with 55,438,460 pounds the same day last year.

You can't do the right thing the wrong way.

Sweating gets one farther than swearing.

OCTOBER, '37, BUTTER PRICES

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	36½	36	34¾
2	36½	36	34¼
4	36½	36	34¼
5	36½	36	34¾
6	36½	36	34¼
7	37	36½	34¼
8	37	36½	34¼
9	37	36½	34½
11	37	36½	34½
13	36¾	36¼	35¼
14	36½	36	35
15	36½	36	35
16	36¾	36¼	35
18	36¼	36¼	34¾
19	36½	36	34½
20	36½	36	35
21	36½	36	35
22	36½	36	35
23	36½	36	35
25	36	35½	35
26	36¼	35¾	35
27	36	35½	35
28	36	35½	35
29	36½	36	35
30	36½	36	35
Average	36.54	36.04	34.89
Sept., '37	35.48	34.98	14.11
Oct., '36	33.39	32.88	31.41

BANQUET SEAT RESERVATIONS

In order to avoid confusion regarding the seating of our members and guests at the Annual Meeting Banquet on November 17, we urge that tickets be purchased in advance so seating arrangements may be planned and provisions made for all who desire to attend.

Each banquet ticket carries a detachable stub, covering a request for seat reservations. Groups wishing to be seated together must mail or present their stubs as a group. This stub must be returned completely filled out to the home office of the Cooperative not later than November 12 so that proper seats may be assigned. Table assignments will be available at a special desk the day of the banquet.

After November 12 tickets can be purchased at the Cooperative offices, or at the hotel on November 17. Tickets are $2.00 each which includes entertainment program.

Make your reservations at once in order to avoid disappointment.

THE BANQUET COMMITTEE.

Cooperative To Haul Milk To Wilmington Dealers

PLANS ARE now underway for your Cooperative to take over the trucking of a large part of the milk supplied to Wilmington, Delaware, milk dealers. This is the result of four month's work on the part of the Wilmington Inter-State Milk Marketing Committee and represents a crystallization of sentiment which had been developing for several years.

This committee, of which Ralph Bower is chairman, succeeding H. W. Cook who was chairman last year, approached the three large milk dealers of Wilmington last July and suggested that the rates charged by them for hauling the producers' milk be reduced from 25 cents to 20 cents per one hundred pounds or that the truck pick up the milk at each producer's milk house instead of at a convenient point along the highway. Two of the dealers could not see their way clear to grant either request. The third dealer reduced his rate to 20 cents per hundred pounds on August 1.

Since that time repeated efforts were made by the Wilmington Committee, assisted by the Philadelphia office, to get a satisfactory adjustment.

The next step was to exercise the rights of the Cooperative under the marketing agreements with the members and arrange to do its own hauling. Separate hauling contracts were presented to and signed by the members selling to the two dealers, about an 85 percent sign-up being obtained.

Finally, on October 22 a special meeting of the Cooperative's executive committee was called at Wilmington where they met jointly with the producers' committee. It was decided unanimously to work with the local committee and arrange to do the producers' own hauling at the earliest practical date.

On October 29 a contract was signed with the Senger Transportation Company, Inc., experienced milk haulers, to haul this milk to the two Wilmington dealers. Bids were also received from other firms. The contract will become effective on November 10 at which time the milk will be hauled under supervision of the Cooperative, representing these producers, and under contract with it. It is expected that under this plan economies can be effected which will offset any increased costs of labor and supplies, thus keeping the new 20-cent rate effective for considerable time.

This is a distinct forward step and is a demonstration of the service the Cooperative can render when the producers get wholeheartedly behind a progressive movement.

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On October 8, 1937, a White Leghorn hen entered in the Vineland egg laying contest laid her one-thousandth egg. This is said to be the first time that any hen reached the one thousand egg mark in any supervised contest. This hen was hatched in 1933.

A telephone pole never hits an automobile except in self defense.

Determination consists of selling your own self the doing of a thing and sticking until you get it done.

There is only one way to spell business—it must have a "U" and an "I" in it.

"What did your wife say when you came home soused last night?"

"She never said a word. And I was going to have these two teeth taken out anyhow."—*R. P. L. Pup.*

Old Lady (to little boy standing on his head): "Don't you know that if you do that, you'll never get to be president?"

Little Boy: "That's all right, lady. I'm a Republican."—*Punch Bowl.*

●

Milk Prices In Various Markets*

Retail prices, producer prices of Class I milk of 3.50% butterfat, and distributors' spreads, compared for October, 1937.

Market	Retail Prices Paid by Consumers Per Qt.	Per 100 lbs.	Division of Consumers' Price To Producer	To Distributor
Philadelphia	12¢	$5.58	$2.88	$2.70
Trenton	13	6.045	+2.76	−3.285
Wilmington	12	5.58	2.67	2.91
Altoona	13	6.045	2.76	3.285
Pittsburgh	13	6.045	−2.99	+3.055
Boston	13	6.045	3.18	2.865
Providence	13	6.045	3.20	2.845
Hartford	14	6.51	3.23	3.28
New York City	13	6.045	2.35	3.695
Baltimore	13	6.045	2.90	3.145
Washington	14	6.51	3.25	3.26
Richmond	14	6.51	3.42	3.09
Wheeling	12	5.58	2.48	3.10
Akron	12	5.58	2.35	3.23
Louisville	14	6.51	2.68	3.83
Indianapolis	12	5.58	2.37	3.21
Milwaukee	12	5.58	2.71	2.87
Madison	11	5.115	2.70	2.415
Omaha	11	5.115	2.24	2.875
San Francisco	13	6.045	2.52	3.525

* "Prices to producers" as quoted apply to milk of 3.5% butterfat delivered f.o.b. dealers' plants. Producers must stand receiving station costs and cost of transportation to market except at Trenton where the price is f.o.b. farm and New York City where it is f.o.b. 201-210 mile zone. In addition, the cost of any extra butterfat above 3.5 percent, as delivered to consumers, is borne by the distributor and is added to producer's return, this varying from 0 to 25 cents, usually 4 to 10 cents per hundred pounds of standard market milk. Plus mark (+) indicates an increase and minus mark (−) a decrease from previous month.



STEWART CLIPMASTER

Exclusive Stewart design ball-bearing motor is air cooled and entirely encased in the insulated *EASY-GRIP* handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, coolest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. Stays sharp longer. A $25 value for $17.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send $1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power Clipping and Shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Road, Chicago, Illinois. *47 years making Quality products.*

Our Sole Business Is To PRINT

We have the types, paper stock and experience— necessary to do a first-rate job economically.

Let's Get Together
WE CAN HELP YOU

Write, Phone or Call
HORACE F. TEMPLE
INCORPORATED
WEST CHESTER, PA.

Clipper Headquarters

CLIPPER BLADES SHARPENED. Enclose 50¢ with each sets of blades mailed. Satisfaction guaranteed. Prompt service.

ANDIS & STEWART ELECTRIC CLIPPERS.

$3.00 allowance on your old Andis or Clipmaster (regardless of condition) on purchase of new machine.

REPAIRS PARTS BLADES

GEO. F. CREUTZBURG & SON
Dept. D 119 North 6th Street, Philadelphia

Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

It takes years to grow an oak; and for a squash five months is sufficient.—*Eliot.*



M. C. Bond,
Agr. Econ. Building,
Cornell University,
Ithaca, N. Y.

ANNUAL MEETING SPECIAL NUMBER

INTER-STATE

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., December, 1937 No. 8



OUR CUSTOMERS—Guard Their Milk!

Delegates Chart 1938 Course

Annual Meeting An Outstanding Success

WE CONGRATULATE those who were fortunate enough to be present at the second annual meeting of the Inter-State Milk Producers' Cooperative. This was, in fact, the twenty-first annual meeting of the organized milk producers in the Philadelphia milk shed. The meeting was worthwhile; everyone present was well paid for the time and expense of coming to Philadelphia. Discussions with members and delegates indicate clearly that the information they obtained at the meeting, about both the Philadelphia milk marketing situation and about the Cooperative itself, was clear and concise. Only by attending the meeting in person, could the full value of the reports be obtained, according to opinions expressed by many members.

The reports of the officers and staff were short and to the point. The talks were packed with interest. Discussion on resolutions was spirited at times but served the purpose of clarifying the thinking of the members and delegates present. Contacts between members and delegates from the various parts of the milk shed were invaluable in showing up the entire milk problem as a milk-shed-wide problem.

One suggestion is in order for next year—when members and delegates come to the next meeting we hope they will fill every available seat in their automobiles with neighbors or friends who would likewise be interested in first-hand information such as can be obtained only at the meeting.

Total registration was approximately 500. Of these, 140 were delegates representing 110 of the 116 locals. Banquet tickets sold numbered 515.

Interest Keen

Interest shown by the members and delegates throughout the meeting exceeded that at any previous annual meeting. The reports of officers were heard during the first morning's session. These included the president's address, reports of the secretary, reports on the field and test department, REVIEW department, credit department, market information department, and the report of the general manager. The financial report had been given at each local meeting and, by vote of the delegate body, it was not repeated at the delegate meeting.

The first afternoon's program was opened with a talk by John Brandt, president of Land O' Lakes Creameries, one of our country's largest dairy cooperatives. Mr. Brandt's talk is given in full on page 12. The interest shown in his address and in the sound economic and cooperative philosophy which he expounded was unusually keen. Several delegates and members declared that his talk alone was worth far more to them than the cost of coming to the meeting.

He emphasized especially some of the essentials of a sound government for agriculture and he was interrupted frequently by the applause of the crowd.

The value of and need for adequate reserve funds came up frequently during the entire convention. An extra feature was added to the program to cover this subject, with B. B. Derrick, manager of the Maryland and Virginia Milk Producers' Association outlining their experience and policy in the Washington market. A brief summary of Mr. Derrick's remarks will be carried in the January issue

Results of the election of directors was announced by Secretary I. Ralph Zollers. The terms of seven directors expired with six directors being re-elected for three-year terms as follows: District 5, J. W. Keith; District 10, Ralph E. Bower; District 13, H. B. Stewart; District 19, John Carvel Sutton; District 21, Alva Shuss; District 23, Charles R. Hires, Jr.; and in District 8, Furman H. Gyger was elected to succeed J. Garfield Matthews.

The Banquet

A smooth-running, highly satisfactory banquet was held the evening following the first day's meeting. All consideration of milk marketing and cooperative problems was set aside for the occasion and more than 500 members and guests listened with keen interest to a talk, "Keeping Ahead of the Headlines" by Frederic Snyder, newspaper man from New York who has visited practically all the foreign political hotbeds during the past year. Mr. Snyder expressed grave concern as to the future of world peace and fear that if a major military conflict should start this country would become involved. The Spanish situation, the Japanese-Chinese conflict, the dictatorships and communistic trends in European countries were all mentioned in his talk.

Entertainment for the banquet was provided by the Acappella Male Chorus of East Petersburg, Pa. This chorus gave ten numbers in addition to special numbers by a trio and a quartet selected from the chorus. Readings were also given by Miss Edna Mohler. Another entertainment feature was provided by Lloyd Miller, 4-H club boy from Zieglerville, son of an Inter-State member, and William Sorenson.

The complete list of resolutions acted upon by the delegate body will be found on pages 16, 17 and 18. Each resolution is presented in full, those which were approved

(Please turn to page 21)

Inter-State Milk Producers' Cooperative

Officers, 1937-38

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
A. H. Lauterbach, General Manager
A. Evans Kephart, Counsel

Directors, 1937-38

District	
1.	S. W. Stearly, Collegeville, Pa.
2.	*Frederick Shangle, Trenton, N. J.
3.	J. M. Wheatley, Federalsburg, Md.
5.†	*J. W. Keith, Centerville, Md.
6.	Fred W. Bleiler, New Tripoli, Pa.
7.	H. K. Martin, Goodville, Pa.
8.	‡Furman H. Gyger, Kimberton, Pa.
9.	*J. D. Reynolds, Middletown, Del.
10.†	*Ralph E. Bower, Chesapeake City, Md.
11.	E. M. Crowl, Oxford, Pa.
12.	E. H. Donovan, Smyrna, Del.
13.	†H. B. Stewart, Alexandria, Pa.
15.	*Howard W. Wickersham, Kelton, Pa.
16.	M. L. Stitt, Port Royal, Pa.
17.	Jos. S. Briggs, Yardley, Pa.
19.	†John Carvel Sutton, Kennedyville, Md.
20.	*Kenzie S. Bagshaw, Hollidaysburg, Pa.
21.	†Alva Shuss, Everett, Pa.
22.	A. R. Marvel, Easton, Md.
23.	†Charles R. Hires, Jr., Salem, N. J.
25.	*B. H. Welty, Waynesboro, Pa.
26.	D. E. Witherspoon, Chambersburg, Pa.

Honorary Life Member,
F. P. Willits, Ward, Pa.

*Member of Executive Committee.
†Re-elected to Board. ‡New Member of Board.

Ask for "Level" Production Plan

Delegates Give "Go" Signal

PRODUCERS in the Philadelphia market are well aware of the evils of the straight classified price plan of paying for milk such as has been used the last two years. This plan contributes directly to low percentages in the spring months and penalizes the producer who maintains an even production. It gives the "grass" producer a bonus.

A plan for leveling production is sorely needed, but we will not have level production unless it pays a producer to produce uniformly. Briefly, a level production program must pay its own way or it will fail.

A sound program for encouraging level production will eliminate our fall shortage of milk and stop the bidding against each other for producers as our dealers are now doing. It will encourage fall and winter production which will reduce spring surpluses and thereby raise the Class I percentages during what are now our heavy producing months.

Should Help Members

A level production program will make it possible for fewer producers to supply the market. This will make it possible, as producers go out of business, to leave their place in the market unfilled as the remaining producers will supply the needed milk.

Another advantage of level production is the evening-up of truck loads throughout the year. A trucker will not have to operate his equipment with a one-half or two-thirds load a large part of the year in order to cope with the demands of heavy production during a few weeks. This points to another saving to producers because if the trucks are filled more uniformly the number of trucks can be reduced, the truckers making a better living at a lower rate than with the present uneven loads.

Producers May Choose

The proposed plan is optional with producers. That is, each producer may decide for himself whether he wishes to be put on a quota basis or a straight utilization plan. The dealers under the plan will pay Class I price for every bit of milk sold for fluid purposes, Class II for all milk used as cream, and any other milk according to the use made of it. Thus, it will be seen that this will not make the milk cost the dealer more nor less than at present. The producer, however, will be able to get Class I price for an approximately even amount throughout the year regardless of how his neighbors may flood the market during certain seasons.

Each producer will make a new quota each year, and these quotas will be based in every case upon the amount and uniformity of production for the preceding year. Likewise, it is proposed that a producer may change from the quota plan to straight utilization or vice versa within reasonable limits.

Approved By Delegates

This level production program has been approved by the Board of Directors of the Inter-State Milk Producers' Cooperative and has been discussed at practically all local meetings in Pennsylvania, Maryland, and Delaware and at some meetings in New Jersey. A resolution was passed at the annual delegate meeting favoring this plan and authorizing the management to put it into operation after three months during which time an educational program among members will be conducted.

The plan will be taken before the Pennsylvania Milk Control Commission and the buyers of our milk. It cannot succeed without the cooperation of all these groups working with the producers. It is planned then to take the proposed program out to the producers again and determine their desires with reference to it.

Must Make Own Decisions

Each producer must decide for himself whether he wishes to sell his product on the quota plan, or according to straight utilization with his Class I percentage influenced by the ups and downs of the production of his neighbors.

Summarizing briefly, it appears that all producers would find it to their advantage to sell under the quota plan except those who are extremely uneven in production or those who will be increasing the output of their herds materially within the next year or two.

●

Pennsylvania State College is offering three winter short courses in dairy subjects during the coming months. A two weeks' course in testing dairy products and the manufacture of butter and cheese will be offered January 3 to 15. A course in ice cream making will be taught January 17 to 29, while from January 31 to February 12 there will be offered a course in market milk and milk control.



A Part of the Crowd of Delegates and Members at the 1937 Annual Meeting

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

**Inter-State
Milk Producers' Cooperative**
Incorporated
401 N. Broad St., Philadelphia, Pa.

**Officers and Directors
are listed on page 2**

Secondary Market Managers
Altoona-Huntingdon—J. J. Camp, Roaring Spring, Pa. Phone 118M.
South Jersey—H. T. Borden, Co-op. Bldg., Glassboro, N. J. Phone 10.
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J. Phone 4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del. Phone 2-7464.

Field Representatives
E. P. Bechtel, Trappe, Pa.
J. J. Camp, Roaring Spring, Pa.
C. E. Cowan, Lancaster, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
O. S. Havens, Williamsburg, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Salem, N. J.
C. Reynolds, Denton, Md.
D. W. Winter, Glenside, Pa.

Opposed to Wage Bill

Opposition to the Black-Connery Wage and Hour bill now before the United States House of Representatives is growing, especially among farm groups and dairy interests in particular.

The National Cooperative Milk Producers' Federation adopted a drastic resolution on this issue and this resolution was also passed by the delegates of our own Cooperative, the bill finding no supporters at the meeting. It seems that this is one issue where the farmers of the country are almost solid in their stand.

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Delay on Bonding Decision

Further delay in establishing the bonding provisions of the Pennsylvania Milk Control Act has been encountered. At a hearing before the Supreme Court on November 22, the dealers' attorney threw in the question of the constitutionality of this provision. As a result the Supreme Court referred the case back to the Dauphin County Court to argue this question.

The injunction against the bonding provision was brought by Harrisburg Dairies and Ryder Dairies, both of Harrisburg. They were represented by Willis Daniels, former attorney for the Control Board and now attorney for the Pennsylvania Milk Dealers' Association.

Meanwhile reports of slow pay and failure to pay are piling up. It seems a case of extremely bad faith on the part of the milk dealers to permit their attorney to fight a case of this kind when the only result can be more stringent regulation and further distrust by the public of all milk dealers, good and bad alike.

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Congratulations

We want to congratulate W. H. Allen and the farmers of New Jersey; Allen for his appointment as Secretary of Agriculture of New Jersey, which appointment will be effective January 1, 1938, and the farmers of New Jersey upon securing a man of such ability to fill the position so ably handled during the past twelve years by Wm. B. Duryee.

Mr. Allen is a graduate of Connecticut Agricultural College and has had extension experience at the University of Georgia, in Connecticut and in New Jersey. He resigned his position as extension poultryman in New Jersey in 1927 to take a commercial position and returned in 1934 as state county agent leader. We are pleased to have a man of Mr. Allen's ability in a position which is of such great importance to the farmers of the "Garden State".

Wm. B. Duryee, who served as Secretary of Agriculture for twelve years, resigned to take an executive position with Sheffield Farms, Inc., of New York City.

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Promoted

Following closely upon the announcement that W. H. Allen was appointed Secretary of Agriculture came the news that Ed. A. Gauntt was appointed to succeed Mr. Allen as state leader of county agents. Ed. Gauntt is a native of Burlington County and has made an outstanding record as a county agent and extension specialist in dairying. Although many of us will miss the close contact which we had with Mr. Gauntt as extension dairyman, we will benefit through his broad influence in his new position.

We congratulate Mr. Gauntt on this promotion and also the farmers of New Jersey upon getting a man with his abilities to succeed Mr. Allen as county agent leader.

"Does this package belong to you? The name is obliterated."

"That can't be mine. My name is O'Brien."

Annual Meeting Special Issue

This issue of the REVIEW carries a complete report, except the financial statement, of the proceedings of the second annual delegate meeting of the Inter-State Milk Producers' Cooperative. It is our hope that those members who were not able to attend will read it carefully and that all members will preserve this copy for future reference. The financial statement was carried in the November issue.

We have given the briefer reports in full. The talks, and the discussions carried on by the delegates, are summarized with highlights quoted direct. The resolutions are also carried in full, together with those which failed to win the approval of the delegates.

This is a continuation of the policy of the Cooperative to give our members full and complete information on happenings within the organization.

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How Revolving Funds Work

There has been a lot of interest shown in the Philadelphia market in methods of building up a reserve for our Cooperative. The plan used by the Maryland and Virginia Milk Producers' Association has been studied in this connection. The way that market pays patronage dividends is interesting. It is described in the November issue of *Market News* published by that Association as follows:—

"On October 30 at about 1:00 p. m. an employee of your Association will take to the Post Office in Washington a mail bag containing $109,935.61 in the form of checks made payable to producers who in 1931 paid brokerage into their Association.

"In 1931 there were 1,312 producers who were members of the Association and paid brokerage; on November 1, 1937 these same 1,312 producers will receive a check for that portion of the brokerage paid in that was not spent." These are very simple words describing a very simple process—you pay in brokerage; your Association uses some of it (under your direction) to sell your milk; you get back what is not used. This is a deep-rooted principle of cooperative marketing."

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The annual Agricultural Week and Farm Show sponsored by the New Jersey State Department of Agriculture will be held at Trenton, January 25-28, 1938.

State Welcomes Grange

The seventy-first annual meeting of the National Grange was held at Harrisburg from November 10 to 18. We should like to give a full summary of the work done at this important gathering of farm leaders but space does not permit and our REVIEW readers who are also Grange members will get this information from other sources.

We regret that the Grange meeting came at a time when we were so busy with work within our own organization. We should like to have attended several sessions and taken the degree work. A record seventh degree class was reported for the meeting.

The reports of the business sessions indicate a sound and conservative attitude. The stand on Federal agricultural aids showed opposition to compulsory crop control except as it might apply to tobacco and cotton. The need for soil conservation was emphasized and keeping the American market for American farmers was stressed.

Louis J. Taber was returned as Master of the National Grange, after 14 years' service in that capacity. A cooperative breakfast was held on November 12, at which John D. Miller, former president of the National Cooperative Council, and Senator Arthur Capper of Kansas were honored. Our president, B. H. Welty, represented the Inter-State at this breakfast.

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The New York Strike

The producers' strike in northern New York is still in effect. The strike seems to have its ups and downs, and at one stage the strike leaders ordered the strike stopped but it was out of their control and went on. Then within a few days they again voted to continue it. Some reports state that this vote for continuation came after additional funds were found some place for financing it.

The strike was called by the Dairy Farmers' Union, this organization demanding full bargaining power for all New York producers. The Union claims 9,000 members. Yet in a poll of producers, only 3,475 voted to keep the strike going.

History repeats itself in this instance with many farmers keeping their milk home through fear of violence and property damage. Their sympathies are not with the strikers, but they fear to assert themselves feeling it better to lose their milk income during the strike than to risk loss of life or property.

Enthusiasm takes cold hard facts, and makes them spit fire.



Christmas Seals
are here again!
They protect your home
from Tuberculosis

Proposed By-Law Changes

Proposed additions to the by-laws of the Inter-State Milk Producers' Cooperative were brought before the board of directors at its meeting on November 16 and will come up for action at its next regular meeting scheduled for January 13. As provided in the by-laws, these proposed changes are hereby brought to the attention of all members of the Cooperative through the Inter-State Milk Producers' REVIEW.

The following shall be added to Article XI, Section 4: *This shall not prevent the use of such fund for any other purpose necessary, as determined by the Board of Directors.*

A new section shall be added to Article XI, as follows:

Article XI, Section 10. Where the Cooperative supplies a hauler or carrier, hauling equipment and facilities for delivering a member's milk, as provided by the producer's marketing agreement, such member shall pay for such hauling on the basis of its actual cost as determined by the Board of Directors.

The bee that gets the honey does not hang around the hive.

Visitor: "And what did you do when the shell struck you?"

Bored Yank: "Sent mother a postcard to have my bed aired."

Silver Anniversary

On December 15 the New Jersey Extension Service in Agriculture and Home Economics will celebrate its twenty-fifth anniversary. Twenty county meetings will be held simultaneously throughout the state. Business sessions will be held in the morning and at 12 o'clock noon the various groups will tune in on a special 30 minute broadcast over radio station WOR. Dinner will follow this broadcast and special programs will be held in each county in the afternoon. Of special interest to milk producers is the record of the Extension Service in promoting better dairying.

An especially effective job has been done in dairy herd improvement associations. There are now 25 of these in the state which are providing the owners of those cows with records of production and feed consumption of each of their cows. Approximately one cow out of ten in the state is now on test. The national figure is one cow in fifty.

Another sound activity of the extension service has been the promoting of intensive pasture management practices which are being adopted by a rapidly increasing number of dairymen. Wide interest is also shown in the use of grass silage which is being promoted by this service.

The extension service has led in the organization of 15 cooperative bull associations with definite improvement in the quality of the state's dairy stock. Other activities which have given valuable results are the cooperation with the dairy breed associations, with the dairy shows, and in 4-H dairy club work.

During the 25 years since the agricultural extension service was organized there has been a definite speeding up in the process of getting the results of scientific research into the hands of farmers and into actual operation on their farms. It is the means of bringing quicker cash dividends on the work of the experiment stations and of our most successful farmers.

Feed Price Summary for November, 1937

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	Nov., 1937 ($ per T.)	Oct., 1937 ($ per T.)	Nov., 1936 ($ per T.)	% Change Nov., 1937, compared with *Nov., 1936	Oct., 1937
Wheat Bran	30.51	29.54	36.02	−15.30	+3.28
Cottonseed Meal 41%	36.47	35.96	42.73	−14.65	+1.42
Gluten Feed 23%	32.53	32.73	41.98	−22.51	− .61
Linseed Meal 34%	46.68	44.24	48.15	− 3.05	+5.52
Corn Meal	32.58	39.25	46.94	−30.59	−16.99
Mixed Dairy Rations: 16%	32.91	32.66	37.08	−11.25	+ .77
24%	38.18	37.03	44.61	−24.41	+3.11
32%	41.33	40.05	46.33	−10.79	+3.20
Alfalfa Hay	22.00	.....	.....	.....	.....
Brewer's Grain	32.95	31.93	.....	.....	+3.19

* Mailing list revised January, 1937, therefore comparisons are not made on same dealers.

Supplementary Notes To Price Table on Page 7

* All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5 percent butterfat basis from the 4 percent basis included in its orders.

. Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading, Tamaqua and Tyrone markets.

† October only.

The October average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The November Class III price in Pennsylvania as set by the Control Commission is $1.43 per 100 pounds of 3.5 percent milk ($1.62 for 4 percent milk) f.o.b. dealers' plant or receiving station. Class III price for November in Maryland and Delaware is $1.33 for 3.5 percent milk.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

South Jersey Milk Prices in October to producers, at the farm, for 3.5% milk: Class I, $2.76. Class II, November 1-15, Grade B, $1.85, Grade A, $1.95; November 16-30, all Class II, $2.00. Grade A, Class I, $2.76 plus butterfat and bacteria bonuses, or $3.16. Class III, $1.52.

●

Kill Rats in Buildings With Red Squill Baits

Although some persons might like to play Pied Piper to the rats, there is a more effective modern way of ridding the premises of these pests.

Severely cold weather has driven the rats out of the fields into the buildings. Here the rodents proceed to eat without paying their board bills and in other ways make themselves troublesome. Any time the snow is not too deep is a good time to kill rats.

Quick eradication of the pests will save grain and other property that the rats destroy. Red squill is recommended as the safest poison to use. Rats are killed by it but the substance is relatively non-toxic to all other animals and birds.

Baits are prepared by mixing one part of the red squill powder in 10 parts of meat, fish, and rolled oats. These three baits should be used in each rat run and all buildings should be baited on the same day.

One baiting, if made correctly, should largely reduce the rat population. In fact, some farmers have been able to clean out the rats by poisoning with red squill.

It's a lot easier to keep a ball rolling than to start it again.

Two Years to Pay For Cow

"It takes most of the profit from the first two years of the cow's productive life to pay for the cost of raising or buying her," according to E. A. Gauntt, Extension Dairyman at the New Jersey College of Agriculture. He made this statement in emphasizing the need for selecting and handling cows with the view toward getting as long a productive life as possible.

"Short life in cows has the same effect upon profit from milk production as low production per cow," says Mr. Gauntt. "It necessitates a much larger investment to make the same profit. It should always be kept in mind, however, that at whatever age a cow declines in production to such an extent that she is not a profitable producer, she should no longer be kept."

The world needs fewer cranks—more self-starters.

Prices Paid by Philadelphia Distributors
Weighted Averages, October, 1937

Abbotts	Philadelphia, Pa	$2.64
Baldwin Dairies	Philadelphia, Pa	2.62
Breuninger Dairies	Philadelphia, Pa	2.75
Wm. Engel Dairies	Philadelphia, Pa	2.78
Gross Dairy	Philadelphia, Pa	2.72
Hamilton Dairies	Philadelphia, Pa	2.68
Hutt & Kempf	Philadelphia, Pa	2.40
Missimer Dairies	Philadelphia, Pa	2.74
Scott-Powell	Philadelphia, Pa	2.63
Supplee-Wills-Jones	Philadelphia, Pa	2.55

Classification Percentages — October, 1937
PENNSYLVANIA, MARYLAND & DELAWARE

Dealers	*Class I*	*Class IA*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	76	...	24	..	73.2% of Class I
Baldwin "B"	78	...	13	9	
"A"	86	...	5	9	
Billman & Stegmeier	73.5	4.5	22	..	
Blue Hen Farms	74	...	26	..	
Breuninger Dairies	87	...	13	..	77% of Production
Clover Dairy	78.79	...	11.86	9.35	
Delchester Farms	74	...	26	..	
Engel Dairy	90	...	10	..	
Fraims Dairies	85	...	13	2	
Charles Gross	84	...	16	..	
Hamilton Dairies	80	...	20	..	
Harbison	83	...	11	6	76% of Class I
J. E. Harshbarger	72	12.5	15.5	..	
Hernig	50	...	50	..	
Hoffman	49.1	12.4	38.5	..	
Johnson, J. Ward	86.17	...	12.3	1.53	
Keith's Dairy	88	12	...	..	
Martin Century	90.9	...	9.1	..	88.7%ofProduction
McMahon Dairy	91.27	2.03	...	6.7	
Meyers	81	...	19	..	85% of Production
Missimer Dairies	86	...	14	..	
Penn Cross Ice Cream	45.8	3.5	47.75	†2.95	
Scott-Powell	76	...	21	3	
Supplee-Wills-Jones	*68.05	...	28.74	*3.21	61% of Production
Sypherd's	95	...	5	..	
Waple Dairies	81.6	7.4	...	11	
Wawa Dairies	73	...	27	..	

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price on about 6.84% of Class I milk delivered by Pennsylvania, Maryland and Delaware producers. Pennsylvania producers were paid Class IV price of $1.63 instead of Class III price for 3.21 percent of their sales. † This milk was bought at the Class IV price of $1.63.

NEW JERSEY

Dealer	*Norm*	*Cream*	*Excess*
Abbotts "A"	100	–	Balance
"B"	75.5	24.5	Balance
Castanea "A"	86	Balance	79% of Excess
"B"	92	Balance	79% of Excess
Scott-Powell	100	–	Balance
Supplee-Wills-Jones	100	–	Balance
Suburban Dairies "B"	100 & 33% of Excess	22.8% of Excess	Balance
"A"	78.2	21.8	Balance

Prices *3.5% Grade "B" Milk

(Prices quoted are f. o. b. delivery point)

October Averages and October and November Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price Paid in Oct.	Class I Price Oct. & Nov.	Class II Price October	Class II Price November
Harshbarger, J. E.	Altoona, Pa.	$2.52	‡2.76	$1.83	$1.93
Hoffman's Dairy	Altoona, Pa.	2.31	‡2.76	1.83	1.93
Keith's Dairy	Altoona, Pa.	2.67	‡2.76	1.83	1.93
McMahon Dairy	Altoona, Pa.	2.65	‡2.76	1.83	1.93
Supplee-Wills-Jones	Bedford, Pa.	2.19	2.37	1.83	1.93
Peter Hernig	Boiling Springs, Pa.	2.17	2.48	1.85	1.95
Harbisons	Brandtsville, Pa.	2.38	2.52	1.85	1.95
Harbisons	Byers, Pa.	2.38	2.52	1.85	1.95
Harbisons	Carlisle, Pa.	2.38	2.52	1.85	1.95
Harbisons	Centerville, Md.	2.33	2.48	1.76	1.83
Supplee-Wills-Jones	Centerville, Pa.	2.09	2.24	1.81	1.91
Hershey Creamery Co.	Chambersburg, Pa.	1.82			
Supplee-Wills-Jones	Chambersburg, Pa.	2.24	2.45	1.84	1.94
Highland Dairy	Chester, Pa.	2.55	2.88	1.90	2.00
Miller-Flounders	Chester, Pa.	2.55	2.88	1.90	2.00
Supplee-Wills-Jones	Chestertown, Md.	2.24	2.48	1.76	1.83
Scott-Powell	Clayton, Del.	2.31	2.50	1.76	1.83
Abbotts	Coudersport, Pa.	2.17	2.28	1.82	1.92
Penn Cress Ice Cream Co.	Cresson, Pa.	2.26	‡2.76	1.83	1.93
Abbotts	Curryville, Pa.	2.24	2.37	1.83	1.93
Scott-Powell	Dagsboro, Del.	2.23	2.40	1.76	1.83
Highland Dairy	Doe Run, Pa.	2.50	2.65	1.83	1.93
Supplee-Wills-Jones	Duncannon, Pa.	2.29	2.52	1.85	1.95
Abbotts	Easton, Md.	2.29	2.46	1.76	1.83
Delchester Farms	Edgemont, Pa.	2.63	2.88	1.90	2.00
Turner & Wescott	Glenroy, Pa.	2.32	2.55	1.86	1.96
Philadelphia Quaker Maid	Goldsboro, Md.	2.05			
Abbotts	Goshen, Pa.	2.37	2.53	1.85	1.95
Supplee-Wills-Jones	Hagerstown, Md.	2.17	2.39	1.76	1.83
Supplee-Wills-Jones	Harrington, Del.	2.24	2.48	1.76	1.83
Supplee-Wills-Jones	Huntingdon, Pa.	2.23	2.43	1.84	1.94
Harbisons	Hurlock, Md.	2.31	2.46	1.76	1.83
Abbotts	Kelton, Pa.	2.38	2.55	1.86	1.96
Abbotts	Kempton, Pa.	2.36	2.52	1.85	1.95
Supplee-Wills-Jones	Kennedyville, Md.	2.24	2.48	1.76	1.83
Harbisons	Kimberton, Pa.	2.38	2.52	1.85	1.95
Martin Century Farms	Lansdale, Pa.	2.63	2.88	1.90	2.00
Supplee-Wills-Jones	Leaman Place, Pa.	2.33	2.57	1.86	1.96
Supplee-Wills-Jones	Lewistown, Pa.	2.24	2.45	1.84	1.94
Sypherd Dairies	Lyndell, Pa.	2.49	2.52	1.85	1.95
Harbisons	Massey, Md.	2.33	2.48	1.76	1.83
Supplee-Wills-Jones	Mercersburg, Pa.	2.24	2.45	1.84	1.94
Harbisons	Millville, Pa.	2.28	2.40	1.84	1.94
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.24	2.48	1.76	1.83
Supplee-Wills-Jones	Nassau, Del.	2.22	2.45	1.76	1.83
Scott-Powell	New Holland, Pa.	2.38	2.56	1.86	1.96
Abbotts	Oxford, Pa.	2.38	2.55	1.86	1.96
All Distributors	Philadelphia, Pa.		2.88	1.90	2.00
(For prices paid by Philadelphia distributors—see price table on page 6)					
Abbotts	Port Allegany, Pa.	2.17	2.28	1.82	1.92
Scott-Powell	Pottstown, Pa.	2.42	2.61	1.86	1.96
Supplee-Wills-Jones	Princess Anne, Md.	2.16	†2.37	1.76	1.83
Abbotts	Providence, Md.	2.31	2.49	1.76	1.83
Ziegler Dairy	Reading, Pa.	2.55	‡2.65	1.83	1.93
Supplee-Wills-Jones	Red Hill, Pa.	2.33	2.57	1.86	1.96
Breuninger Dairies	Richlandtown, Pa.	2.43	2.52	1.85	1.95
Sheffield Farms	Rising Sun, Md.	2.31	($2.31 for all milk in October)		
Harbisons	Rushland, Pa.	2.38	2.52	1.85	1.95
Scott-Powell	Snow Hill, Md.	2.19	2.34	1.76	1.83
Abbotts	Spring Creek, Pa.	2.14	2.24	1.81	1.91
Duncan's Dairy	Springfield, Pa.	2.55	2.88	1.90	2.00
Harbisons	Sudlersville, Md.	2.33	2.48	1.76	1.83
Billman & Stegmeier	Tamaqua, Pa.	2.52	‡2.76	1.83	1.93
Supplee-Wills-Jones	Townsend, Del.	2.24	2.48	1.76	1.83
Waple Dairies	Tyrone, Pa.	2.46	‡2.65	1.83	1.93
Supplee-Wills-Jones	Waynesboro, Pa.	2.24	2.45	1.84	1.94
Eachus Dairy	West Chester, Pa.	2.55	2.88	1.90	2.00
Blue Hen Farms	Wilmington, Del.	2.49	2.67	2.01	2.08
Clover Dairies	Wilmington, Del.	2.48	2.67	2.01	2.08
Fraims Dairies	Wilmington, Del.	2.56	2.67	2.01	2.08
Johnson Dairy	Woodlyn, Pa.	2.54	2.88	1.90	2.00
Silver Seal (Delaware only)	F. O. B. Farm	2.19			
Supplee-Wills-Jones	Zieglerville, Pa.	2.33	2.57	1.86	1.96

Our Year's Work

By B. H. Welty, President

THIS IS the second annual meeting of our Cooperative and twenty-first meeting of the organized producers in the Philadelphia milk shed. It is well, at this time, to look back over our past year's work and review our accomplishments. In viewing them, we should consider them as the starting point for our future activities.

The Cooperative started operations on November 1, 1936, with slightly more than 6000 accepted memberships. The fiscal year closed on August 31, and during that ten months' period we showed a gain of approximately 1600 members, bringing the total to 7927. One of the highlights of the past year's work has been the establishment of four secondary markets, with home rule for each. This work is under way at Wilmington, Trenton, South Jersey and Altoona-Huntingdon. Preliminary work was also carried out in the Lancaster area during the year and that market has since organized and started operations.

New Undertakings

A new activity undertaken by the Cooperative is the market information department, which was established in March under the direction of Francis P. Willits, Jr. It is the function of this department to collect and compile data so that the board of directors, officers, and management will have comprehensive and complete facts upon which to base their actions and decisions. This department is studying trends of milk production and of consumption. It is correlating this information with general business conditions, in order to show the effects of other industrial activity upon the prices and prosperity of agriculture in general and milk producers in particular.

Accurate information of this kind is absolutely essential for use in conferences with the buyers of our milk and with milk control agencies. It is equally important in planning our own work.

An extensive study of milk trucking from nearby territory into Philadelphia and into Wilmington has been carried on during the past summer. Truck routes were mapped and, when possible, rates and size of loads were determined. This is the ground work for future activity designed to bring about a more efficient and economical hauling of milk from farm to city. Although the Cooperative has been active in making these hauling studies, no action has been taken in any area except when, because of high rates or unsatisfactory service, it is demanded by the members.

Another important activity which has been carried on by this department is a detailed study of the proposed plan for level production which has been discussed at most of the



B. H. Welty, President of Inter-State Milk Producers' Cooperative

local meetings this fall. The proposed plan was applied to the production records of hundreds of individual producers, to see whether or not it would have a tendency to accomplish the desired end of reducing the spring surplus and eliminating the fall shortage. The evidence seems to indicate that the proposed plan will do this but, of course, actual trial would be the only sure means of finingi out.

Guarantee Market and Pay

Most of you already know that the Cooperative drew upon its reserve fund for about $2600 in its first ten months' work, in order to make good on its guarantee of a market for members and its guarantee of payment for milk delivered. When we compare this amount with the total value of milk produced by our members, we find that it is very small. That expenditure has gone far in convincing the members of the determination of the Cooperative to make good on the marketing agreements. I wish to call special attention to the fact that nearly $1200 of this amount was incurred in straightening out a hauling difficulty which was followed through to success with the Pennsylvania Public Utility Commission.

I feel that you delegates and members who are present have a distinct responsibility in your home locals in informing the members of the necessity of taking up with the Cooperative any proposed or desired change in market by a member. Should a member make a change without informing the Cooperative, it would be a violation of the marketing agreement and legally the Cooperative would no longer be responsible for payment or for finding a market. If the member takes up with the Cooperative any proposed change before making it, we can inform him whether or not such a change would invalidate his agreement. It would also enable the Cooperative, in many cases to make arrangements whereby the agreement can be kept in full force.

Legislative Work Necessary

It has become imperative that any farm organization of the size and scope of ours must take part in legislative activities. Such activity must be concerned as much with promoting legislation helpful to farmers and dairymen as it is in defeating legislation which would be detrimental. During the past year the Inter-State Milk Producers' Cooperative has been active in numerous legislative matters before the legislatures of each of our four states. We were successful in helping get state indemnities for Bang's reactors in Pennsylvania, Maryland and Delaware; we sponsored a cooperative law which was passed by the Delaware legislature; and, we supported several progressive features of the Pennsylvania milk control law, such as the bonding provision. A proposed milk control law for Delaware passed the lower House but was pocketed in the Senate. We urged the re-enactment of the New Jersey milk control act.

Your Cooperative, together with the Dairymen's Cooperative Sales Association, the Dairymen's League Cooperative Association, and the National Cooperative Milk Producers' Federation, assisted the Pennsylvania attorney general's office in defeating an application for an injunction against Pennsylvania's "filled milk" law. This required considerable time both of our manager and our counsel but the victory has prevented the sale of this combination of skimmilk and cocoanut oil from being sold in Pennsylvania. The company which asked for the injunction is now appealing the case and it will be heard before the Pennsylvania Supreme Court within a few weeks.

Ask For Dealer Bonding

Your Cooperative has also assisted the attorney general's office in fighting the injunction against the bonding provision of the milk control law. This provision was fought by many of the milk dealers, through their state organization, when the bill was before the legislature, and an injunction has since been obtained by two milk dealers against that provision with a hearing to be held on it next week. This provision was intended to require that every milk dealer post a bond which was equivalent to slightly more than one month's purchases of milk from farmers. Failure to pay farmers or paying less than the established price would establish grounds for forfeiture of the bond, with the farmer being paid from the proceeds.

I believe that milk producers in general and certainly our Cooperative should give the Milk Control Commission of Pennsylvania and New Jersey's Milk Control Board their fullest support. There is possibility for great good from the proper administration of these laws and if we give these laws our support and thereby improve their chances of success, we will then know whether this help to the milk industry can be successful. We must be sound in our demands of the control agencies and have facts to support those demands. We must insist that the orders and decisions of the control agencies be based on sound economic practices and must fight any of their actions which might be made for political expediency. If based on sound economics, then we can demand complete and strict enforcement. If their orders and decisions are uneconomic and if their enforcement is lax or spasmodic we can look for failure of milk control, in which case we will have to take steps to eliminate it.

Praise For Federation

Too few of our members are really acquainted with the good work being done by our national organization, the National Cooperative Milk Producers' Federation. It is composed of nearly 60 dairy cooperatives distributed over the country and has headquarters at Washington, where it watches Federal legislation affecting dairying. It is impossible to calculate the benefits to the dairy farmer through the oleomargarine laws that have been sponsored and secured through the efforts of the Federation. Our Washington representative is now insisting that all imported dairy products must meet the same sanitary regulations as the manufactured dairy products of America must meet. This refers especially to tuberculosis eradication, which has cost our farmers and our state and national government millions of dollars and is now almost completed. Few, if any, foreign countries have attained this situation, yet they are at liberty to sell their products in this country with no hindrance except a moderate tariff.

Tomorrow afternoon you will have an opportunity to hear a report of the Dairy Council's work for the past year. They will also demonstrate some of their activities designed to increase the sale of milk and milk products. We feel that this work is essential in order to keep milk and its superior food value before the public. You all know that almost countless competing products are advertising extensively and trying to take away the market for our milk, butter, cheese, and other dairy products. We all know the power of repetition and with these other products hammering away at our consumers every day we must be prepared to tell the public the real value of milk or lose more and more of our markets to those products which, we know, are not as good as milk.

I wish to express my appreciation to the Board of Directors, the fieldmen and the office force, for their cooperation in carrying out the work during the year.

Our Strength

The strength of our organization or any organization, over a long period of time, depends upon developing and carrying through a sane and sound program. We must be fair in our demands and use our combined cooperative strength in insisting that our fair demands are met. Therein lies our present and future strength.

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The minister arose to address his congregation. "There is a certain man among us today who is flirting with another man's wife. Unless he puts five dollars in the collection box, his name will be read from the pulpit."

When the collection plate came in, there were nineteen five dollar bills and a two dollar one with this note attached: "Other three pay day."

The Secretary's Report

By I. Ralph Zollers, Secretary-Treasurer

THIS is the first report submitted since the Cooperative actually started operations. At the delegate meeting held last year, we had been in operation only a few days and the report given this year covers only a ten months' period starting with the day the organization became active, November 1, 1936, to the end of the fiscal year, which is August 31 as set by the by-laws.

Immediately following the delegate meeting last November, the twenty-two elected directors met and organized. They elected the following officers: President—B. H. Welty; Vice President—A. R. Marvel; Secretary - Treasurer—I. Ralph Zollers; Assistant Secretary—H. E. Jamison; Assistant Treasurer—F. P. Willits; A. H. Lauterbach was continued as General Manager. Directors elected to the Executive Committee were Frederick Shangle, J. W. Keith, E. H. Donovan, Howard W. Wickersham, M. L. Stitt, A. R. Marvel and B. H. Welty.

The Board of Directors held regular meetings on the second Thursday of odd numbered months except in one or two instances when the third Thursday was more satisfactory. In addition to the regular meetings, one special meeting was held. The Executive Committee met the second Thursday of even numbered months unless another date was more satisfactory. They have also held a number of special meetings. The attendance at both the Board of Directors' meetings and Executive Committee meetings was almost 100 percent.

Our Membership

The number of accepted marketing agreements on October 31, 1936, was 6524. The number of accepted marketing agreements on August 31, 1937 was 7,927. During the regular withdrawal period, 140 members requested that their membership be cancelled and the dollar membership fee was returned to them. During the year 48 marketing agreements were cancelled because the members discontinued their dairy business.

At the close of the fiscal year, we had 116 locals organized. Most of these locals have held their annual meeting for the purpose of electing officers and delegates and to hear and act upon the report of both the local officers and the officers of the Cooperative. Some of these meetings were very well attended, others had a rather small attendance. The reports show that those present seemed to be very much interested in the work the Cooperative has done as well as anxious to consider plans for the future. At every local meeting held, a complete explanation of the financial report of the Cooperative was given by a representative of the Cooperative.

The official delegate body attending this meeting should have 147 members as determined by the By-Laws and the membership in the various locals. However, two locals are not represented by an official delegate. Dagsboro never elected a delegate and did not hold a meeting to elect one to attend this delegate meeting. The delegate elected to represent the Downingtown local at last year's meeting withdrew from the Cooperative during the regular withdrawal period and the members of the Downingtown local have not elected another delegate.

The term of the Directors in seven districts expired this year. In all of these districts, the delegates have met and elected a director for a term of three years. Directors were elected in the following districts: 5, 8, 10, 13, 19, 21, and 23. They are as follows: J. W. Keith, Furman H. Gyger, Ralph E. Bower, H. B. Stewart, John Carvel Sutton, Alva Shuss, and Charles R. Hires, Jr., respectively.

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Nothing for Something

It was found in a recent study of New Jersey dairy herd improvement associations that two cows ate $56 worth of feed apiece and gave their owner 3,700 pounds of milk each, while two other cows in the same herd each ate $82 worth of feed and gave their owner 11,000 pounds of milk each. Thus, for one and one-half times the feed cost, the good cows gave three times as much milk. The feed cost of 100 pounds of milk was twice as much for the poor cows as it was for the good ones. These records are the first that the owner has taken on his cows. He is surprised at the difference in some of his cows and is weeding out the undesirables.

This is a clear case of wasting feed, labor and barn space and getting nothing for something, and the sooner such counterfeit cows are discovered, the better.

Of what shall a man be proud if not his friends.

First Soldier: "The chap who made this uniform didn't know much about putting on buttons."

Second Soldier: "Why so?"

First Soldier: "Because, this is the fifth time I've had to sew this bloomin' button on."

Join the Picture Contest

One dollar will be paid for pictures suitable for reproduction in the REVIEW. *Lack of space due to reports of the annual meeting prevent using any contest pictures in the December issue. We shall carry several next month.*

Look over your snapshots; pick out the ones that have an interesting subject, an attractive background and clear sharp outlines. Send them in, giving enough information to identify them, including your name, name of subjects in picture and anything else that will be of interest.

We want to use pictures in the REVIEW *and will favor those supplied by our own members whenever possible.*

The Cooperative's Program

By A. H. Lauterbach, General Manager

A BRIEF review of the two and one-half years' work since coming into the Inter-State organization as general manager was given the delegates and members by A. H. Lauterbach. He described the work done in the territory, the meetings attended, and discussions with the Board of directors, stating that occasionally it was necessary to press the issues even to the point of being looked upon at times, and by some, as dictatorial.

He promised the crowd at the meeting that he would continue this policy of talking plainly, saying, "I shall do it with the intention of building a better cooperative. It will not always be the easy way but it is necessary sometimes in order to get the desired results. In building a cooperative we must center upon principles and see that they are understood, even though it may carry a danger of alienating some friendships."

Reorganization Successful

Special attention was called to the results of the reorganization program and the accomplishments of the Cooperative in its first ten months of activity. It was pointed out that from November 1, 1936, to August 31, 1937, the end of the fiscal year, a reserve of approximately $19,000 was built up. This increased during the next two months by about $6,000.00.

Attention was called to the action of the Board of Directors, which authorized that this reserve be set up in the names of the individual producers according to the commissions they paid into the Cooperative. However, these reserves will not be distributed until the total reserve of the Cooperative will make it safe to do so. Speaking of reserves he said, "We have south of us two successful markets, Baltimore and Washington. One has a reserve of about $800,000 and the other about $600,000. Your $25,000 reserve looks small in comparison.

"Under our new setup we have guaranteed your market and guaranteed payment for your milk. We have lived up to this guarantee during the past year at a cost to the Cooperative of about $2,600.00. I predict that you will never go through another year with as low a cost as that for fulfilling these guarantees."

It was pointed out that during the year the salaries of a number of Cooperative employees were increased, this applying to those in the lower brackets. In commenting upon this Mr. Lauterbach said, "I know there are times when the farmers feel that it is not necessary to increase salaries but within the last year some of our best employees have been offered more money. One of our good men is today considering another position. Some think cooperatives should be looked upon as a religion. However, when a young man has a family to support he usually loses his cooperative religion when the pay does not come up to what he can get elsewhere."

Middle-of-Road Course

Special praise was given former members of the board of directors who attended the meeting. This was emphasized as showing an excellent cooperative spirit.

A middle-of-the-road course must be followed by cooperative managements. With a membership as large as ours there will be some who are considered radical and others who are looked upon as ultra-conservative and the general manager's job is to keep the two extremes in line so that neither will pull the organization off the road and cause a crackup.

In commenting on the secondary market program Mr. Lauterbach says, "It is one of the real accomplishments of the past year. During that time we have developed more leadership in the territory than was developed in the previous ten or fifteen years because these local leaders have had to fight their own battles." Special mention was made of the work done in the Trenton and Wilmington markets, with the added comment that the Wilmington committee has pushed forward even faster than was anticipated. He said, "Those people have attempted to do something in that market which would not have been possible 12 months ago. They were successful because of the aid of a cooperative law passed in Delaware last year."

A Near-by Problem

Special emphasis was placed upon the problem of the nearby producer, one which frequently develops in a market of this size. The delegates and members were warned with this comment to avoid any conflict between the nearby and the distant producers, "Do everything within your power to keep the two groups working together. I know that the nearby producer has a high cost of production and in some markets differentials have been made to at least partly equalize that extra cost. Unless the nearby producers in this milk shed back up their organization like the men



A. H. Lauterbach, General Manager
Inter-State Milk Producers' Cooperative

farther out are backing it up, the entire market will suffer. We must get together to find the answer to the nearby producers' problems."

The delegates were informed that the Cooperative is looking forward to working with the producers in additional secondary markets. The marketing agreements signed by producers in the Lancaster area are being accepted as of December first. The delegates were informed that, "I hope we can work out a program of cooperation with producers in the Reading, York and Harrisburg areas either within this organization or through organizations of their own. I have met with the board of directors of the United Milk Producers' of New Jersey, with the idea of helping them toward a program somewhat similar to our own, so that we can cooperate with them."

The problems of milk control were emphasized, it being stated that it will likely take 10 to 15 years before the legal background for milk control is built up. The work of milk control officials was described as difficult and deserving of sympathy.

The Out-of-State Price

Calling attention to the difference between Pennsylvania prices and out-of-state prices, our general manager stated that the out-of-state producers had received about 8 or 9 cents per hundredweight less than in Pennsylvania and that this difference was even greater a year or two ago. He said, "This market can not stand up with one part of it getting one price and another part getting another price. There is only one answer and that is a uniform price. In conferences with our dealers they claim that the Pennsylvania farmers are getting too much because receiving station allowances are not large enough. The Pennsylvania Milk Control Commission is trying to arrive at the actual receiving station costs.

"Perhaps the real answer to this is to have Federal control in the Philadelphia market. Federal control has not been brought before the United States Supreme Court and with its ultimate legality untested, it is possible that the milk dealers will ask for an injunction against any order that might be issued." The fear expressed by many producers as to the future

of this market and of the Cooperative because of the larger commission now obtained was commented upon. The delegates were told that most of the third cent of commission is in the treasury of the Cooperative and that the value of the Cooperative to the producers is approximately the difference between what producers supplying the Philadelphia market got for milk and the price which New York producers got during the past year. At times we got as much as $.90 more per hundred pounds.

Members' Commission

He said, "It is not a question of the 3 cents. I am not going to advocate to you an increase in dues; that is going to be left entirely with you. Some day the commission will be increased to $.10 per hundred pounds and you are going to ask for it, because you will find that your organization needs it and that you need the organization." Mr. Lauterbach then called attention to another large cooperative which at the start of the depression had a million-dollar surplus. Many members wanted it divided but the reserve was kept and when the depression came along it saved the organization.

The need for market information was stressed. The delegates were told that some of our buyers are willing to turn over any information essential to building up accurate and complete market statistics, while others have not consented to do so. He said, "We have asked the Philadelphia Milk Exchange to sit down with us to work out plans and designate someone to whom every dealer would submit reports that could be accumulated into a composite report. Then we could give the farmers, the public, and the milk dealers themselves a true picture of the milk industry. There is grave danger that this lack of cooperative spirit on this and similar subjects will bring about a more severe regulation of the milk industry."

In a further discussion of the Wilmington developments Mr. Lauterbach asserted that whenever eighty percent or more of the producers are behind their organization, they can obtain any fair demand. Another hauling difficulty was ironed out after a lot of hard work, because the farmers affected stuck together and worked with the Cooperative on it.

Sanitary regulations were discussed and the efforts to put bill 213 through the Pennsylvania legislature were outlined. This bill would have established the state sanitary requirement on pasteurized milk as the requirements for each municipality, thus eliminating a lot of contradictory and unnecessary regulations.

Grade "A"

With about 25 percent of Philadelphia's milk supply sold as Grade "A" our producers were urged, with these words, to take a firm stand to preserve this market, "I am one of those who believe that as long as people are willing to buy big cars and to pay 3 cents extra per quart for superior milk we should give them that opportunity. We should strive to produce a better and better quality 'A' milk because the quality of 'B' is approaching the old 'A' standard. We do not want to see happen here what happened in Chicago where they call all their milk 'A' and pay the producers 'B' price for it."

Attention was called to a national organization for promoting Grade "A" milk. This would center chiefly around the Philadelphia and New York markets, which are the only important markets still maintaining a Grade "A" milk as it is known in Philadelphia.

In closing his talk to the delegates, Mr. Lauterbach emphasized that no organization of the character of our Cooperative should be built around one person, whether that person be the manager, the president, secretary, or the attorney. He emphasized the need for the delegates taking an active interest in the Cooperative, at the same time developing others in their communities as local leaders. He called attention to one director who didn't want to return to the board because he could not spare the time from his farm to do the job justice and commended the attitude of this man.

His closing words were, "Build your organization so that it does not make any difference what happens to the leader. Build the organization around a principle and see that the membership as a whole fully understands that principle."

Our Credit Department

By H. E. Jamison, Credit Manager

Two outstanding differences between the marketing agreement used by the Cooperative and that used by the old Association are the guarantee of a market to the members and guarantee of payment for all milk delivered under the agreement. These provisions of the marketing agreement have imposed new obligations upon our organization, one of which is the establishment of a credit department to determine the financial worth of the buyers of our milk.

Under these agreements with the members the Cooperative must sell the milk. Our first choice, of course, is to sell it to those dealers who are A1 credit risks. Very frequently, however, dealers we know as having such a rating have all the milk they need. This means then, that we must determine the financial worthiness of other dealers who are wanting milk before placing a producer with one of them. It would not be good business, except as a last resort, to sell milk to a buyer who has difficulty in meeting his bills.

Caution Needed

Likewise, before accepting new marketing agreements the Cooperative must determine whether the dealer who is receiving the milk will be able to pay for it. It would be very poor business to deliberately take over a batch of bad debts in order to acquire a few more members. Such action would jeopardize the reserve of the Cooperative and would, at the same time, endanger the guarantee contained in the marketing agreement of the rest of the members. For these reasons we must have credit information on the buyers of our milk.

In this connection, it is well to call attention to the bonding provision of the Pennsylvania milk control law. This law requires that all milk buyers post a bond which will, in general, cover the largest month's purchases of milk from producers during the preceding year. This provision of the law is now inoperative because of an injunction obtained against it by two milk dealers. Should the courts decide this case in favor of the state and the farmers, then the matter of credit for Pennsylvania producers selling to Pennsylvania dealers will be simplified. Even so, we can not relax our vigilance on the financial standing of our buyers, it will merely simplify the matter of making collections.

There will still remain the need for obtaining credit information on milk dealers in other states and also on dealers who buy milk in interstate commerce with no recourse except the courts if such buyers can't, don't or won't pay for their milk.

I wish to make it plain that special credit reports are not needed on many of our buyers but as we expand our activities, especially into secondary markets, and as new dealers come upon the scene, we must be sure of the standing of the dealers before we accept the applications for membership of producers supplying them and before we approve any transfer to other dealers.

The credit information is obtained through banks, local inquiry, and through the Dun and Bradstreet credit agency which specializes in confidential credit reports.

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A Sound 4-H Activity

The following article quoted from the Extension Service Review should offer possibilities for many of our 4H clubs and possibly for local chapters of the Future Farmers of America.

"Our extension office during the past year has supplied half-pint milk bottles and caps carrying the 4-H insignia to rural school children to bring milk from home for the noon-day lunch at school. About 75 rural school teachers took up the idea. Bottles were furnished at a cost of 5 cents each; caps were furnished free by the extension office, and the teacher supplied the straws.

"School teachers report that children enjoyed bringing milk in these bottles. The idea that drinking milk at school was a 'sissy' practice was entirely overcome, and children who never drank milk, even at home, learned to like it. 4-H club work was also popularized by means of this project."—*G. F. Baumeister, county agricultural agent, Shawano County, Wis.*

"Young man," said the boss, "you told me yesterday afternoon you had an engagement with your dentist."

"Yes, sir, I did."

"Well, I saw you at the ball game."

"Yes, sir. The tall man sitting next to me was my dentist."

"What's de trouble, Gertie?"

"Aw, de spaghetty's too stringy."

"Why doncher try it wid yer veil off?"

Experience is the father of wisdom and memory the mother.

A Plan For Agriculture

John Brandt, Stresses Fundamentals

JOHN BRANDT'S talk before the members and delegates attending our annual meeting on November 17 was worth far more than the cost of attending the meeting, according to many of the members who heard him. Mr. Brandt's talk was straight from the shoulder and dealt with fundamentals, facts and truths. The inspiration obtained from his talk, it was generally asserted, can be applied to our every day work as well as to our cooperative activity.

Mr. Brandt, who arrived in Philadelphia on Wednesday morning, left St. Paul at 2 P. M. the day before and traveled by plane in order to be with us.

In opening his talk he asserted that we face the same fundamentals today that we faced 10, 100, or 1000 years ago. The fundamental reason for traveling is to get to one's destination but the means of arriving there has changed, he having used a plane instead of an ox cart or canal boat as were used by many a century ago. Likewise, through the ages, the fundamental reason for plowing has been to prepare the soil for seed. The means of accomplishing this preparation has changed from the crooked stick to the simple plow, to the single bottom steel plow, the gang plow and the tractor plow.



John Brandt, President of Land O'Lakes Creameries

Needs Remain Same

Likewise, Mr. Brandt said, in business and in our cooperatives also there are certain fundamentals which remain the same regardless of changing conditions. There are fundamental needs for a cooperative and whether a cooperative succeeds or fails the need for the cooperative remains and will eventually assert itself. We were urged to keep these fundamentals in mind and "protect ourselves in whatever program we start, so that we can advance in that program rather than go backward. The reserves our cooperatives built up have been as bulwarks of defense and are fundamental in any cooperative association. To lose sight of this fundamental is to step into an impossible situation."

The need for leadership was driven home by Mr. Brandt. He pointed out that cooperatives have a real problem in developing leaders and upon the solution of this fundamental problem rests the success of not only cooperatives but the future agricultural life of our nation. Emphasizing this point he said, "There are men in all walks of life who don't know the farm problems. However, they are administering farm programs without understanding the program with which they deal. It behooves you and me, as farmers, to develop in our communities the right kind of leadership. This leadership can be developed in the business lines of agriculture only through cooperative organizations and will furnish a source of leadership from which the government may draw in selecting men to run its agricultural activities."

"Spread Facts"

Mr. Brandt pointed out one weakness which has been evident in the cooperative movement, and which is a weakness of the entire human race. He said, "Don't spread gossip; spread facts. Let's keep in mind in this great cooperative movement that it is one family. Let's have our fights in the meetings and when we are at home keep quiet.

"I don't believe in criticizing the other fellow; I believe in stating facts. This is true both in business and in politics."

Sound and constructive suggestions for a national farm program were offered by Mr. Brandt. He said, **"Agriculture made America and agriculture will save America."**

Entitled to American Market

"The American farmer is entitled to the American market to the fullest extent of his ability to produce enough products for that market. If we can produce enough of a product, why have more of it come from a foreign country? If we are going to have a high standard of living in this country, we must save our own markets for our own farmers."

Trade Treaties. "Let's trade but let's trade evenly. When we traded cheese with Canada and gave every country in the world the same preference, we were licked before we started. What is true between individuals is true between nations."

Sanitary Regulations. Speaking to us as a mid-westerner, Mr. Brandt said, "It is your right to ask us to meet sanitary regulations but don't let us catch up to your regulations. Make your standards high enough so that we can not quite reach them. If you don't do that, we will come into your market.

"We have spent millions to test our cows in eradicating tuberculosis. Is it too much to ask that the foreign countries who want to import dairy products to compete with our dairy products produced by tuberculin free herds meet these same requirements? Last year 59,000,000 pounds of cheese came into this country which was not pasteurized and was not produced under the same standards which our cheese producers must meet."

Social Legislation

Wage and Hour Law. "Not many people got any place in this world by working only six hours a day but I am going to plead only the facts in this case and **maybe we can advance** by working only six hours. The law provides that we can not ship products from one state to another unless those products are manufactured under wage regulations as set by that other state. I say, therefore, let's ask foreign nations to stick to similar wage and hour regulations."

Social Security. "I am for social security. When we reach the age where we can no longer find profitable employment, I believe we should be protected so we may spend our old age in peace and happiness. Yet, as you turn the books and pages of your Cooperative and mine, there is the silent and mute evidence that we are making contributions for social security benefits. There are women at home who are taking care of babies and rearing families, aren't they just as much entitled to social security as a man who works in a factory? It should be available to men and women alike."

Farm Taxes. "The farmer's taxables are an open book. As a result he carries more than his share of the tax load. The tax assessor can see the cows and pigs, the horses and machinery, and the buildings and farm. Nothing can be hidden and, as a result, he pays taxes on everything taxable. A new taxation plan built upon ability to pay would relieve the farmer of some of his unjust tax load."

Why Not Try It

Farm Relief. Mr. Brandt discussed a conference called by a sub-committee of the Senate Agricultural Committee. In this connection, he suggested that if the bluff were called upon some of the proposed farm measures and the proponents of such measures were suddenly called upon to put their particular plan into operation, those people would be flabbergasted and would not know where to start or how to do it.

He issued a warning to cooperatives on that point, stating that they must develop plans for their own organizations and have state and national farm activities which are workable and which could be put into effect upon short notice.

He mentioned especially the surplus commodities purchasing organization which was set up in 1933 and which asked Land O' Lakes Creameries to manage butter purchases until the Federal agency could be established and started functioning. The "go" sign was given on Thursday afternoon and operations were started on Friday morning, with the price of butter going up at once.

Farm Surplus. "If we have surplus products to sell in this country, it is much easier to sell them as a print of butter instead of a basket of corn or its equivalent in other feeds. It will take up less room and save on transportation." Incidentally, Mr. Brandt emphasized the necessity of keeping the price of milk in line with the price of butter. The two can not get too far apart or milk prices will break.

Farm Surplus Pool. This was suggested in place of the proposed ever-normal granary. This surplus pool, as outlined by Mr. Brandt, would find an outlet, at some price, for the surplus of major farm products. These would be used for industrial purposes or sold on foreign markets and any loss incurred on the surplus sold at a sacrifice would be assessed against the normal domestic consumption. The domestic output would bring a price in line with the American standard of living and the small surplus would not depress the domestic price except to the extent of a small equalization fee.

Production Control. Continuing on this subject Mr. Brandt said, "Ask a fair price for those things you produce in America to be consumed in America. If you can't find a market here or in a foreign country and production control becomes necessary, **let's have production control that controls production.** Any plan that switches from one crop to another is not production control. Let's make it simple in operation. If we are going to take acreage out of production, let's take it out at the lowest bid instead of taking out, for example, 4 acres out of each 40, or 8 acres out of 80. Advertise for bids of the lowest 10 percent of the entire county. This would take the land out of production that is most in need of soil conservation. That is crop control in its simplest form."

"In these remarks I have told you today what I consider to be a sound program for agriculture and business. When agriculture becomes prosperous, business will also become prosperous. These are the fundamentals upon which the cooperative movement must be established.

"Probably out of the example we are setting at these meetings will come a solution for a troubled world that today has lost its respect for law and order. It becomes the duty of your board of directors and your general manager to carry out the mandates of this organization which are arrived at in your business meeting and which will continue until such time as you order otherwise through a special or regular meeting.

Cooperatives Set Standard

"The nations of the world can well make an example of these policies found in the cooperative movement and of our respect for law and order.

"I tried today to plead the facts and as long as we have the facts and evidence on our side, no stronger argument can be found any place than to use those facts. In Russia, Germany and Spain the first institutions to fall were the churches and the cooperative organizations. As long as the churches and cooperatives in our country continue to function we still have a chance to progress in this troubled world."

Our Field and Test Program

By I. Ralph Zollers, Director

LIKE ALL officers' and department reports of the Cooperative, the Field and Test Department report is for a ten months' period.

Upon the shoulders of the Field and Test Department falls the responsibility of contacting the membership of the entire organization. During the past year we have had ten men in this department. The territory has been divided into seven districts and a representative has been assigned to and lives in each district. He is made responsible for the activities in his district with help from the office whenever needed. Three of the representatives have spent practically all their time doing check-testing work and helping on any other work when and where needed. Generally speaking, the check-testing work followed along the same lines as in the previous year. We are checking on composite samples of half-month periods and aim to give each member at least six check-tests over a twelve months' period and oftener where necessary.

Most of the check-testing is done in the plants of the dealers, however some of the samples are brought to the Cooperative's laboratory. We have had many requests for special tests from our members and in practically all instances have taken care of them without delay. During the past year we found a number of butterfat variations but to my knowledge in all instances where the variation was found a correction was made.

During July and August there was much complaint on low butterfat tests but in making special investigations we could not find that the low tests were caused by any irregularity in testing or sampling. It seems there was a wave of low butterfat tests all over the United States last summer.

A great many herd tests were made for our members which not only was a check on the composite sample the dealer paid on but also gave the farmer a check on the butterfat test of his individual cows.

During the past year two of our field representatives were chosen as part-time managers of secondary markets: Floyd R. Ealy on the Wilmington Market and J. J. Camp on the Altoona-Huntingdon Market.

We checked on a large number of instances of returned milk during the past year. In many of these cases we found the causes of the rejection and in making personal visits to the members' farms we were successful in correcting the trouble.

Members' Markets Restored

We have had the cooperation of most of the dealers' fieldmen in working out satisfactory arrangements to restore a member's market, in case of being shut off, as soon as requirements were met.

Some of our members have suggested many times that the Cooperative take the samples of milk and test them This would require that a representative of the Cooperative be in every milk plant every morning and therefore would be quite expensive. However, we find that in some milk markets, composite samples are not used but the producers are paid on the average of three fresh samples per month. In some cases the sampling and testing is done by a third party but the cost of doing the work is assumed by the producers and the dealers on a 50-50 basis.

Fresh Sample Testing

Experiments on fresh sample testing on spot days as compared to composite samples taken over a ten or fifteen day period, has proven that in most cases fresh sample tests run a trifle higher than the composite sample tests. This situation appears to be due to a slightly greater chance of contamination or of loss of butterfat with a composite than with a fresh sample and not to any inaccuracy in taking composite samples. We have experimented with this type of testing but are not yet in position to give you a definite recommendation We do hope this delegate body will authorize the management to consider the possibilities of fresh sample testing and if found better than composite samples to use every effort to change from composite samples to fresh samples by having the test laws amended, also, that the Cooperative do the testing or have it done by a third party. This could not be done with our present check-off but we believe the extra cost would be money well spent.

We are well pleased with the work done in our secondary markets. At the present time we have five secondary markets in operation: Trenton, Wilmington, South Jersey, Altoona-Huntingdon and Lancaster. Lancaster has completed its set-up within the past two weeks.

All these markets are set up on the same general plan. They are under the supervision of the Cooperative and are financed by setting aside 60 percent of the 2 cents per hundred operating commission on milk sold in these markets. The work in each secondary market is controlled by an advisory committee selected from the membership selling in the market. The membership in each market chooses the plan of selecting this committee. The advisory committee then selects an executive committee, elects officers and a secondary market manager who may be a part-time or full-time man. The executive committee fixes the compensation of the committee members, officers and manager. All bills for the market must be approved by the local executive committee. Each market operates under a set of by-laws which is approved by the Cooperative's Board of Directors.

We know that many times since the secondary markets have been established, the market problems were handled a great deal quicker and easier through this set-up than could have been done through the main office. The Cooperative management, however, keeps in constant touch with all secondary market activities and lends aid whenever advisable.

We know that misinformation or lack of information to the members does not make a successful cooperative, therefore we hope during the next year that your field representatives can call on every member at least two or three times. But if you have a milk problem do not wait until the field representative comes to see you but get in touch with him or your local committee at once.

A summary of activities by the department during the ten-month period shows:—

No. of Milk Plants at which Investigations were made	101
No. Butterfat Tests made at Milk Plants and Inter-State Laboratory	36,014
No. Herd Sample Tests made	3,866
Total No. Farm Calls made by Field Representatives	11,911
New Cooperative Marketing Agreements reported by Field Representatives	1,721
Brom Thymol Blue Tests for Indications of Mastitis	2,405
Microscopic Readings of Milk Samples	470
Local Meetings Attended	159
Total Attendance at Local Meetings	6,146
Educational Meetings Attended	93
Total Attendance at Educational Meetings	5,984

With The Dairy Council In The Philadelphia Milk Shed

By Curtis I. Cohee, Executive Secretary

THE Philadelphia Dairy Council is now in its seventeenth year. Many of the programs and projects of the Dairy Council which were initiated upon its organization were so wisely established by those who were the founders that many of these have continued in use throughout this entire period. In the early days it was felt that if the right habits of nutrition could be instilled during the formative period of a child's life, such habits would endure. That this assumption was correct has been definitely proven by the fact that the young fathers and mothers of today who had received some knowledge of nutrition from the Dairy Council staff have a better appreciation of what constitutions good nutrition and the importance of milk in the diet.

There has been no marked change in the policy of the Dairy Council with respect to the school phase of its program. Such changes as have occurred have followed the natural procedure of depending more and more upon the school teacher, the school nurse, and others responsible for the education of children. With the growing interest in health standards, educators have gradually become better equipped to teach nutrition fundamentals and the importance of milk in the diet to the children. By reason of this better knowledge on the part of the teacher less direct classroom work and an increasing amount of work with teachers has followed in natural sequence. By making available to the teacher aids such as projects, programs and suggestions, while at the same time gradually withdrawing from direct classroom teaching, the Dairy Council has been able to greatly widen its field.

For us to constantly report to you in detail each year the Dairy Council's activities in schools inevitably becomes a repetition. Our report for 1937 is, therefore, devoted to some of the newer types of activity in which we are engaged. Let it be borne in mind, however, that while we have sought and found new fields in health education, those channels which were so wisely established seventeen years ago for educating the child of school age in the importance of milk in the diet have not been neglected. It is rather that the actual release of our workers from classroom activities has to some extent made it possible to reach other existing groups and undertake new activities without enlarging the staff.

Adult Teaching

Two years ago upon moving into new quarters at the corner of 20th and Race Streets, a demonstration kitchen was provided. This marked a definite point at which the Dairy Council entered the field of adult teaching by the means of complete food demonstrations conducted for audiences coming to the Dairy Council. The value of such a demonstration kitchen and auditorium in connection therewith was quickly established, when its use was considered in the light of types and numbers of people reached. It might on the surface be felt that the establishment of a demonstration kitchen was unnecessary since some newspapers had already provided themselves with such demonstration kitchens, as well as a number of industrial companies including department stores, public utilities, manufacturers of cooking equipment, manufacturers of refrigerators, and other similar types. A departure from the commercial type of demonstration kitchen was, however, made by the Dairy Council, since its purpose was entirely educational. No effort was made to sell the visitors a refrigerator, a cooking range, or to secure subscriptions to a newspaper. Not one cent of money has been spent by the Dairy Council to provide transportation to its demonstration kitchen, in contrast to the average commercial kitchen where frequently luxurious buses are provided free to transport visitors. Nor has the Dairy Council engaged in the practice of awarding prizes to those attending or offered meals, as is the case in some commercial organizations. None of these practices have been resorted to by the Dairy Council to bring the housewife of Philadelphia to these demonstrations. Rather, we have encouraged audiences of those who have had a sincere desire to broaden their knowledge with respect to foods and nutrition. The Board of Education of the Philadelphia Public Schools has on many occasions provided buses for groups of interested parents of school children who sought this sound knowledge of foods, bringing these parents to our doors.



Curtis I. Cohee, Elected President of Philadelphia Inter-State Dairy Council, was formerly Executive Secretary

Given Wide Recognition

The demonstrations and nutrition lectures of the Dairy Council staff are recognized by educational and public health authorities as a distinct contribution to a better knowledge of nutrition.

Industrial plants employing as they do, thousands of workers, both men and women, have offered still another opportunity for the expansion of the work of the Dairy Council. Visits have been paid to leading industrial plants throughout the district covered by the Council. Personnel directors, employers and employees themselves have been interested in the problems of better nutrition. The department stores, insurance offices, Y. W. C. A.'s, and other centers where great numbers of women are either employed or live, have been reached with lectures, demonstrations, posters, literature and other means of preaching better living through better nutrition.

During the past year the Dairy Council established its first Milk Bar in a space provided for it free of rent by the Franklin Institute of Science. Recognizing the educational value of such a milk bar, and respecting the ability of the Dairy Council to conduct it along educational lines, the Franklin Institute has provided in addition to free space, the light, heat, water and electric current necessary to operate this "Dairy Dell". Although open to the public only a few hours each day, and confining its offering solely to sandwiches, buttermilk, milk, milk shakes, and ice cream it has, within the first eight months of its operation, dispensed over six thousand dollars worth of these simple foods to the public. So successful has been its operation that although under the supervision of a member of the Dairy Council staff, with a Master's degree in Nutrition and the ability to answer all types of questions concerning food and nutrition, this Milk Bar has not cost the Council one cent of its funds to operate, and it now has a small surplus of funds at its disposal. Investigation is now being made of the possibility of expanding in this field with Milk Bars placed at other additional points where proper cooperation can be secured. The encouragement given to the public through a Milk Bar such as is already established in the Franklin Institute leads toward increased use of milk drinks rather than others of a less desirable nature and is widely considered as a community service.

Creative Work

Perhaps one of the greatest contributions made by the Dairy Council in its efforts to increase the appreciation of the importance of milk in the diet—and by this means to increase the consumption of milk—is through the medium of educational literature and posters, moving pictures, lectures, and demonstrations—all of a high standard. Much of the time of its officers and its staff is devoted to the creation of materials suitable to spread its story. Approximately one-fifth of the income of the Dairy Council is devoted to labor, preparation costs, and development of new literature, posters and projects. Painstaking care must be exercised in the preparation of material to see that the data contained therein is accurate and informative, as well as attractive and simple enough in its application so that its message can be taught by the teacher and others who do not have, in a great majority of cases, a background of nutrition education. Marked success has apparently followed our efforts in this field. Teachers, nurses, Grange lecturers, Y. W. C. A. workers, and a host of others have been able to use Dairy Council projects, materials and literature without assistance.

During the past year men's organizations including Rotary, Kiwanis, Lions, and other luncheon organizations as well as merchants associations, Chambers of Commerce and other groups where men congregate, have been reached with special programs designed to fit this type of audience. In such ways as these the Dairy Council has been slowly but surely greatly widening its field to reach not only the children in the schools but the mother in the home, the woman in business, and the man who is usually the wage earner upon whose efforts the money to meet all the family needs depends. He, too, must be made to appreciate that an ample amount of milk in the home is a good investment.

Again we desire to call your attention to the fact that this report does not attempt to include all of the projects of the Dairy Council. It is in fact devoted to a very small number of Dairy Council activities. Nor has this report been devoted to statistics covering the various fields.

One year ago we had the privilege of reporting that the consumption of fluid milk per capita was 35% higher in Philadelphia than it was in the remainder of the State of Pennsylvania. No figures are available for the present year. We do, however, know that the consumption of milk in Philadelphia has increased during the past year, and it is probable that the same relation in consumption of milk in Philadelphia as existed in studies made approximately two years ago and reported last year would show the same relationship. Reports from distributors would indicate that consumption had increased between five and ten percent during the past year.

It is estimated that the consumption of fluid milk in Philadelphia is approximately 50 percent higher than the average for the United States. Nevertheless, we must at the same time remember that the consumption of milk **should** be 50 percent higher than today before it approximates the amount which science has established for best growth and health.

In closing may I call your attention to the changing of the By-Laws of the Dairy Council to conform with suggestions made by the meeting of delegates of the Inter-State Milk Producers' Cooperative last year. This change of By-Laws provides a new method of electing Directors of the Dairy Council, in order that all who support it may have proper representation. It also changes the fiscal year of the Dairy Council. As a result, the present report is for only a ten month period, from November 1, 1936, to August 31, 1937.

Report of Activities of the Philadelphia Dairy Council

For Ten-Month Period,

Plays	197
Rehearsals of Plays	544
Stories, Talks, Puppets	1,373
Lantern Slide Talks	277
Movies (showings)	211
Nutrition Lectures	211
Food Demonstrations	342
Contacts	1,175
Number Sets Costumes Loaned	52

Number of People Reached

Children	432,222
Adults	39,304
Total	471,526
Movies in Theatres:	
Number of Showings	531
Number of Theatres	264
Estimated Attendance	480,500
Literature and Posters:	
Distributed in Territory	504,380
Literature Sold outside Territory	336,909

Financial Statement

Philadelphia Inter-State Dairy Council

STATEMENT OF ASSETS AND LIABILITIES Exhibit A
August 31, 1937

ASSETS			LIABILITIES	
Cash:			Surplus (Schedule A-1)	$59,677.67
On Hand	$ 700.00			
The Pennsylvania Co., etc. (checking account)	15,397.44			
The Pennsylvania Co., etc. (savings fund account)	10,108.25			
Fidelity-Philadelphia Trust Co. (savings fund acct.)	10,083.84			
		$36,289.53		
Travel Advances		360.00		
Accounts Receivable		1,532.51		
Inventories (Net)		13,964.77		
Furniture and Fixtures:				
20th and Race Streets	$12,553.23			
Franklin Institute Lunch Room	1,192.70			
	13,745.93			
Less—Reserve for Depreciation	11,927.67			
	1,818.26			
Automobiles	8,584.13			
Less—Reserve for Depreciation	2,871.53			
	$ 5,712.60			
		7,530.86		
Total Assets		$59,677.67	**Total Liabilities and Surplus**	$59,677.67

Schedule A-1

SURPLUS
November 1, 1936 to August 31, 1937

Balance, November 1, 1936		$58,805.55
Additions:		
Net Income—Ten Months ended August 30, 1937 (Exhibit B)	$2,622.45	
Unexpended Appropriations transferred to Surplus (Schedule A-1a)		
Radio Broadcasts	$3,670.50	
Zoo	175.93	
	3,494.57	
		872.12
Balance, August 31, 1937		$59,677.67

Schedule A-1a

STATEMENT of SPECIAL SURPLUS APPROPRIATIONS and EXPENDITURES
August 31, 1937

	Total	Radio	Zoo
Appropriations from Surplus	$14,800.00	$12,000.00	$2,800.00
Expenditures	11,305.43	8,329.50	2,975.93
	3,494.57	3,670.50	175.93–
Transferred to Surplus	3,494.57	3,670.50	175.93–
	$	$	$

STATEMENT OF INCOME AND EXPENSE Exhibit B
Ten Months Ended August 31, 1937

Income:		
Contributions—Regular	$73,250.95	
—Special	123.01	
		$73,373.96
—Old York Road		825.00
Profit on Sale of Literature		1,814.31
Rental of Films, Slides, etc		56.25
Interest		170.57
Total Income		$76,240.09
Expense:		
Publicity	$ 5,630.53	
Quality Control	4,361.01	
Special Activities	12,178.16	
Health Education	54,559.85	
National Dairy Council	3,797.57	
Milk Fund	352.38	
Total Expense		80,879.50
Net Income on Operation		$ 4,639.41–
Other Additions:		
Profit on Sale of Trade-in of Equipment	$ 2,007.68	
Net Income—Franklin Institute Lunch Room	9.28	
		2,016.96
Net Income		$ 2,622.45–

Delegates Act Upon Resolutions

DELEGATES and other members attending the annual meeting considered and acted upon a large number of resolutions affecting agriculture, dairying, our own markets and the Cooperative itself. With the exception of two special resolutions these were all carefully considered in advance by the resolutions committee consisting of Walter V. Spessard, Smithsburg, Md., Chairman; Norman Outten, Harrington, Del.; Russell H. Skinner, Mullica Hill, N. J.; and Frank McGill, Doylestown, Pa.

All resolutions except the first two were mimeographed and copies supplied to all delegates and other members on Wednesday afternoon in order to give them a chance to study them before final action on Thursday morning.

With one exception the recommendations of this committee, as presented by Chairman Spessard, were approved by the delegate body. The one exception was tabled only after extensive debate.

All resolutions approved by the delegate body are printed herewith in full.

A Tribute to Franklin M. Twining

Since our meeting one year ago, the Supreme Power has removed from our midst, our highly esteemed treasurer, Franklin M. Twining. We mourn his loss. We miss his counsel, his influence and his ready wit.

In humble appreciation of the long period of faithful service rendered by him to our organization, and to all milk producers in the Philadelphia area, we, the delegate body of the Inter-State Milk Producers' Cooperative, do hereby bow in respect to Franklin M. Twining's memory and request the officers to prepare and transmit to his family a suitable memorial.

Wage and Hour Bill

The proposed wage and hour bill now pending in the House of Representatives is, in the opinion of our Cooperative, detrimental to the welfare of agriculture and labor. The bill proposes to set up a federal board of five men with the power of life and death over agriculture, labor and industry. The delegation of such autocratic powers to any group of men in America is contrary to the concept of democratic government.

We, therefore, urge the House of Representatives to defeat this proposed legislation

Trade Agreements

The operations of the Trade Agreement Act as conducted by our State Department has to date been harmful to dairy farmers. The tariffs on cream, Cheddar cheese, Swiss cheese, Gruyere cheese, Edam cheese, Gouda cheese and Blue Mold cheese have been reduced.

Such a program is inconsistent with the announced intention of this Administration to remedy conditions of agriculture and is particularly harmful to dairy farmers.

We, therefore, urge that in any future trade agreements, no further concessions be made on dairy products, that provisions be written in every trade agreement providing that dairy products imported into this country must meet the same sanitary requirements as were imposed upon our American dairy farmers and that as soon as possible the tariff duties on dairy products which have been reduced, be restored to their former levels.

We likewise urge that the Congress provide that no imports shall be permitted into the United States at landed cost which is less than the domestic cost of production.

Present Farm Program

We believe that in any immediate farm program, provisions should be made that land taken out of cultivation under the soil conservation program or any other type of farm program should not be permitted to enter into commercial agricultural production.

The present soil conservation act payments should be revised to provide a more adequate distribution of benefits to dairy farmers. Payments for diverting acreage are out of line with payments for soil maintenance. In any soil conservation program, recognition should be given to the work done by the dairy and live-stock industry in preserving the fertility of our soil and adequate compensation should be given for this type of conservation work.

Tax on Foreign Fats and Oils

We urge the enactment of additional federal taxes on all foreign fats and oils which will provide a coordinated tax or tariff structure of at least five cents per pound on all foreign fats and oils and an equivalent rate of duty on seeds or nuts from which these fats and oils are extracted. Where such fats and oils are now covered by trade agreements, we believe that the tax should be enacted at the present time, the effective date of the tax to be fixed at the expiration date of any such trade agreement.

Oleomargarine

Oleomargarine continues to be a destructive influence on the price of butter and a determining factor in preventing dairy farmers from achieving a fair price for their products. In addition to the price advantage which oleomargarine has had over butter because of the use of cheap materials and the failure of this industry to pay taxes, both state and federal, commensurate with those paid by the butter industry, manufacturers of oleomargarine are engaged in the advertising of their products which is unfair and deceptive.

We, therefore, favor the immediate enactment of legislation imposing an additional federal tax of at least five cents per pound on all oleomargarine manufactured from domestic ingredients and sold in the United States; and we favor a tax of at least eight cents per pound on all oleomargarine containing any foreign ingredients. We also urge the Federal Trade Commission to exercise its authority to prevent the unfair and deceptive advertising of oleomargarine.

Our Cooperative strongly condemns the activities of corporations, which are primarily engaged in the dairy business, in entering the field of producing and selling oleomargarine. No corporation can, with good grace, pretend to be interested in dairy farmers on the one hand while on the other hand they engage in spreading the manufacture and sale of oleomargarine which is so harmful to the welfare of dairy farmers.

Filled Milk

The manufacturers of filled milk have continued to press their campaign for the elimination of all statutes prohibiting or regulating the manufacture and sale of this product.

There is now pending in the federal courts a case involving the validity of the federal anti-filled milk act. This case is of utmost importance to dairy farmers who will be the real sufferers, if the manufacture and sale of this product is not forbidden. We, therefore, urge the Department of Justice to make every effort through the best legal talent at its command to have the constitutionality of the federal anti-filled milk act sustained by the Supreme Court.

We authorize and direct the National Cooperative Milk Producers' Federation to continue its campaign to sustain the validity of statutes prohibiting or regulating the manufacture and sale of filled milk.

Disease Control

We commend the program for control of bovine disease which has been carried on during the past four years by the Agricultural Adjustment Administration and the Bureau of Animal Industry of the U. S. Department of Agriculture. The program has accelerated and practically completed the elimination of bovine tuberculosis. It has been helpful in making substantial progress in the elimination of animals infected with Bang's disease. Work has been done in eliminating animals suffering from mastitis.

We urge that Congress appropriate sufficient funds to continue the present disease control program and that Congress and the Administration adopt a program for the control of mastitis, this work having unfortunately been discontinued.

Government Reorganization

Congress, largely at the request of farm organizations, lodged the present agencies of government dealing with agriculture in their respective places by statutory enactment. During the years, many efforts have been made to transfer agencies of this character to other spheres of administrative control which we have had reason to believe would be less sympathetic to the interests of agriculture. During the life of our National Cooperative Milk Producers' Federation, whenever such efforts have been made, we have vigorously opposed them. In the present instance when a vast program of reorganization of the government departments and other agencies of government is being considered, we reiterate our historic position of being opposed to the transfer of the agricultural agencies or to their consolidation in any other branch of the government.

Sanitary Import Act

During the past twenty years approximately 400 million dollars has been spent by the state and federal governments and by dairy farmers in eliminating cattle infected with bovine tuberculosis.

This program was inaugurated in order that the public health may be properly safeguarded against the transportation of bovine tuberculosis to human beings through milk and other dairy products. The United States is today practically free from bovine tuberculosis but imported dairy products coming into this nation from other countries are not produced under similar sanitary requirements. Little action has been taken by most foreign countries in eliminating bovine tuberculosis

Foreign dairy products which may be detrimental to the public health are being sold to consumers in the United States.

Not only is the question of public health involved but an economic problem is also presented. No fair argument can be brought forward to sustain the present discrimination against American dairy farmers. If our own farmers are to eliminate bovine tuberculosis from their cattle, there is no justification for permitting dairy products to be imported from abroad produced by herds from which bovine tuberculosis has not been eradicated.

We, therefore, urge the enactment of federal legislation to require that all dairy products transported in interstate commerce or imported into this country be produced by herds which are free from bovine tuberculosis or which are under official test for this disease.

Request Market Information

BE IT RESOLVED that we ask our Board of Directors to make a special effort to secure the cooperation of the Philadelphia Milk Exchange in accumulating more information that will be helpful in bringing about a better understanding between producers, distributors and consumers.

Thank State and Federal Agencies

RESOLVED that we want to thank the Dairy Section of the Agricultural Adjustment Administration, the Farm Credit Administration, the Pennsylvania Milk Control Commission, the New Jersey Milk Control Board, the various state agricultural colleges and extension services for their cooperation in helping us to bring about a better understanding of the milk problems in the Philadelphia milk shed.

Recommend Mail Ballots

RESOLVED that we recommend to districts electing a director, that nominations be made by either the delegates or the members at local meetings for the vacancy and that a straw vote be taken by mail ballot from all members indicating whom the membership desire to be their director.

Continue Hauling Efforts

RESOLVED that the Board of Directors be instructed to continue to work toward more economy in the hauling of milk from the farm to the receiving station or bottling plant.

Study New Testing Plans

RESOLVED that the Board of Directors immediately study the testing of milk as now carried on in the Washington and Baltimore markets.

Ask Special Dairy Provisions In 44-Hour Per Week Law

The proposed 44 hour per week law which becomes effective in Pennsylvania on December 1st is designed to prevent unduly long hours of employment in industry and commerce. Its purposes are to be commended. This law recognizes further that in many industries and trades, exceptions must be made because of the special characteristics of the work involved.

We recognize milk as a highly perishable product. It must be marketed daily and promptly. This demands seven-day a week service in plants handling milk. We also recognize rather drastic seasonal variation in volume of milk produced and therefore handled in these plants, this variation oftentimes being as much as 30 to 50 percent.

A perishable food product such as milk must be handled by skilled labor. The necessity of keeping milk handling plants open seven days per week and of maintaining a staff of skilled laborers throughout the year, makes it imperative that special provision be made for plants handling milk. Likewise special consideration should be given to truckers who haul milk from the farms to plants as this work must also be performed seven days a week and with varying volumes during the year.

In consideration of all these factors we hereby go on record asking that the Pennsylvania State Industrial Board make a special study of labor requirements peculiar to the dairy industry and to make special provision in the 44 hour per week law for operators of milk trucks and for employees of milk plants which are subject to these unavoidable fluctuations in the milk supply.

A Program for Agriculture

As a long-time permanent program in behalf of agriculture, the Inter-State Milk Producers' Cooperative believes the following objectives essential:

1. The encouragement and development of producer-owned and producer-controlled cooperative associations;
2. Marketing agreements and orders for milk and for specialty crops built on a program of community initiative and community responsibility as now provided in the Agricultural Adjustment Act;
3. The maintenance of our farm credit system as a separate agency of the government to finance by cooperative means the permanent needs of agriculture;
4. A prohibition against bringing further land into cultivation through reclamation, irrigation and other means so long as our present tillable land is more than adequate to support our consumptive needs. We further recommend the cessation of rental of government owned lands for agricultural purposes.

Producer Prices for Milk

In almost all of the fluid milk markets served by our member associations, distributors are demanding increased spreads on the grounds of the rising costs of labor and other costs.

While costs of distributors may be rising, costs of farmers are likewise rising. Cost of production of milk on the farm is substantially higher today. Costs of things farmers buy are increasing daily.

We protest any proposal to meet increased costs of distributors through reducing prices paid to producers for milk.

Imports of Dairy Products

During the past year imports of dairy products have continued to come into the United States in considerable volume.

Butter has been imported into the United States during the year at times when the foreign price plus the tariff was higher than the domestic price.

It is obvious, therefore, that bounty or subsidy payments are being made by foreign countries for the purpose of dumping dairy products, primarily butter, into our markets.

This condition was called to the attention of the Treasury Department by the National Cooperative Milk Producers' Federation at their 1936 annual meeting and it was requested to take action against such dumping under the provisions of the Tariff Act of 1930. To date no action has been taken with reference to this complaint.

We, therefore, urge that the Treasury Department take immediate action on this question and that, in addition, the Secretary of Agriculture, under the provisions of Section 22 of the Agricultural Adjustment Act, impose quotas on the importations of all dairy products in order that imports may not be permitted to weaken or destroy our domestic dairy price level.

Commend Fight on Filled Milk

RESOLVED that we especially commend the Board of Directors and officers of this organization for their efforts to protect the producers in this milk shed from the competition of filled milk.

Hauling Payment

RESOLVED that where the Cooperative supplies a hauler or carrier hauling equipment and facilities for delivery of members milk, such member shall pay for such hauling according to the hauler's charges to the Cooperative.

Study Need for More Commission

WHEREAS this organization now has approximately $25,000 in its reserve fund which amount is entirely inadequate for guaranteeing a market and guaranteeing payment for the milk produced by our 8,000 members.

AND WHEREAS the strength, membership, spirit, morale, and the very effectiveness of the Cooperative will be influenced by its financial power as measured by its reserve.

THEREFORE BE IT RESOLVED that a thorough study be made of the advisability and possibility of increasing the commission on milk sold for the purpose of building an adequate reserve,

BE IT FURTHER RESOLVED that the delegates here assembled take the result of such study back to their individual locals for further discussion and consideration.

Sanitary Precautions by Inspectors

There has been and is an increase in the number of inspectors and veterinarians visiting the farms of dairymen producing milk for the fluid market. Many of these farmers are taking advantage of the blood test for Bang's disease and exercising other precautions to maintain herd health. It is recognized that one possible means of infecting a herd with disease is through the carrying of infection from farm to farm on shoes, clothing or equipment.

We, therefore, request that the Inter-State Milk Producers' Cooperative demand that all inspectors and veterinarians in the exercise of their duties use every reasonable, sanitary precaution to prevent any possibility of carrying infection from farm to farm.

Want Later Winter Delivery

WHEREAS there is a certain regulation or requirement now being enforced by the Bureau of Milk Sanitation of the Pennsylvania Department of Health which is highly unsatisfactory and is working a hardship on hundreds of farmers, milk producers, dairymen and milk haulers, who are supplying and hauling milk to be consumed in the Commonwealth of Pennsylvania.

AND WHEREAS this regulation requires that all milk produced during the morning hours must be cooled to a temperature of sixty degrees Fahrenheit or lower within two hours after milking, or be delivered to a receiving station before nine o'clock of that same morning.

AND WHEREAS during the winter months when the outside temperature is below sixty degrees Fahrenheit at all times, the quality of milk would not be impaired in any manner whatever, if this time was extended to 10:00 A. M. instead of 9:00 A. M.

AND WHEREAS many haulers have long routes some of which are 40 miles long which are covered every morning and in order to deliver this milk to the receiving station by 9:00 A. M. it requires the farmer to start milking in the early hours of the morning which is not very pleasant during the winter months.

WHEREAS at some of the larger receiving stations the main bulk of the milk is delivered to the station between the hours of 8:00 A. M. and 9:00 A. M. by the trucks which cover these routes, and many of the plants cannot receive all this milk

in such a short time and he trucks that cannot be unloaded until 9:00 A. M. the milk which is not below the sixty degree Fahrenheit mark is rejected and turned back upon the producer, even if the truck had been waiting one-half hour before the 9:00 o'clock time was up. And in many cases we know of several trucks being turned back upon the producer which is a direct loss to him.

THEREFORE BE IT RESOLVED that we instruct the officers and general manager of this Cooperative to use every possible means to have the time limit of 9:00 A. M. for unloading milk, drawn on the morning of the same day and not cooled below 60 degrees Fahrenheit, extended to 10:00 A.M. during the winter months of October, November, December, January, February, and March, and that arrival of trucks at receiving station twenty minutes before 9:00 A. M. during the summer months and twenty minutes before 10:00 A. M. during the winter months shall constitute delivery.

Ask Uniform Price in Milk Shed

Inasmuch as the price of milk bought out of the State of Pennsylvania under the same conditions and for the same market has been considerably lower for the past two years ranging from 4 to 24¢ per cwt. and with an average difference of around 9¢, and inasmuch as no cooperative organization can prosper very long with such a price differential between its members, be it resolved that this delegate body go on record as being in favor of the management using any and all methods they may feel necessary or possible to bring about a uniform price for the same markets within the milk shed.

Purchase Program of the A.A.A.

We again take the opportunity of commending the Agricultural Adjustment Administration for the manner in which the purchase of surplus dairy commodities has been handled. This program, as conducted by the Administration has materially assisted dairy farmers through strengthening the dairy price structure and has resulted in millions of dollars in additional income to our producers throughout the United States.

We urge that Congress provide sufficient funds to enable the Agricultural Adjustment Administration to continue this type of program.

Restore Women's Page

We, the Women's Session of the Annual Meeting of the Inter-State Milk Producers' Cooperative, do hereby resolve, inasmuch as the removal of the Women's pages from the MILK PRODUCER'S REVIEW has been a definite loss to the Cooperative, that these pages be restored and continued as heretofore.

Resolutions Disapproved

Resolutions which failed to win the approval of the delegate body are also printed herewith in full, together with any notes explaining the position of the resolutions committee.

Combine Truck Routes

It is a generally recognized fact that the cost of producing milk in the areas adjacent to our metropolitan markets is greater than the cost of production in outlying sections and that the price received for milk in the nearby areas is not sufficiently great to make up this difference in the cost of production.

The report by the Farm Credit Administration entitled, "Transportation of Milk in the Philadelphia Milkshed" shows that a material saving is possible through the reduction of duplications in trucking routes.

We, therefore, request that the Board of Directors of the Inter-State Milk Producers' Cooperative continue their study of possible savings in trucking and act toward the consolidation of trucking routes, and we also ask the delegates in the various locals in this nearby, or direct ship area to work with and inform the members in these localities of the advisability of working with their organization in every way possible, to help in the consolidation of these milk trucking routes. including changing from market to market if advisable.

(Committee does not recommend because this is included in another resolution.) *(Not approved.)*

Increase Wholesale Price

WHEREAS a number of distributors are asking for a wider spread which they claim is necessary because labor has demanded increased wages and supplies have increased in price

AND WHEREAS cash and carry differentials have been eliminated by the Pennsylvania Milk Control Commission in the rest of the state

THEREFORE BE IT RESOLVED that we ask that the Pennsylvania Milk Control Commission give serious consideration to eliminating the cash and carry differential in the Philadelphia area and increase the wholesale price ½¢ per quart, if, in the investigation by the Commission, they find a wider spread necessary. *(Not approved.)*

On Election of Local Officers

There is often a question arising in our local meetings as to the best procedure to follow in electing officers of the local. We, therefore, ask that this delegate body go on record as recommending that for each vacancy there be at least two nominations presented for that office and that the election be held by secret ballot.

(Committee feels that it would not be proper for the delegate body to impose its wishes upon the several locals in that matter.) *(Not approved.)*

A Level Production Plan

Because the fluid milk demand throughout the year remains comparatively uniform

AND WHEREAS production supplying the fluid milk market has always been very irregular

BE IT RESOLVED that the producer may establish a leveling base by taking the total production for ten of the twelve months previous, eliminating production for May and June from the calculation, divide by ten, to give the average monthly allowance.

BE IT FURTHER RESOLVED that this base allowance, plus 10% but not exceeding 10% shall be paid for at Class 1 price, all production in excess of 110% (Base 100%) shall be paid for at Class 2 price.

AND BE IT FURTHER RESOLVED that this shall apply to all Inter-State members selling to cooperating dealers who wish to comply.—Wm. T. Miller, Delegate from Limerick Local, District 1. *(Not approved.)*

Auditing Services

RESOLVED that we instruct the Board of Directors to make every attempt to bring about the establishment of auditing services through which will be verified the percentages paid by milk dealers. This service will be charged against the reserve fund.

(Committee feels should not be recommended because of present inability of securing accurate information, and also the cost involved.) *(Not approved.)*

Increase Commission

WHEREAS lack of adequate finances and reserves is a serious handicap to operation of a successful marketing organization

AND WHEREAS there is no place for these funds to be accumulated except from deductions from sale of our milk,

THEREFORE BE IT RESOLVED that the deduction of dues shall be increased to six cents (6¢) per cwt., two cents (2¢) for operating expense, one cent (1¢) for Dairy Council and three cents (3¢) to build a reserve fund and that when sufficient reserves are built up, a system of returning the unused portion of deductions of previous years be arranged.—Passed by Kirkwood Local and District 9J Delegates, Nov. 9th, 1937. *(Not approved.)*

Selection of Executive Committee

WHEREAS it has been the duty of the Board of Directors to select from their number the Executive Committee of the Board of Directors and in the past this has deen done with utter disregard as to whether or not the Committee was familiar with the conditions prevailing in all of the territory to the end that certain sections of the shed were discriminated against.

THEREFORE BE IT RESOLVED and it hereby is resolved, that the Secretary of the Cooperative be instructed to divide the entire shed into as many geographical zones as there are numbers on the Executive Committee, making the division as nearly equal, according to membership, as possible. Then the directors from each zone shall elect one of that group as a member of the Executive Committee.—C. W. Koontz, Pres., District 21; Earl Truax, Sec'y, District 21. *(Not approved.)*

Testing

WHEREAS the members of District 9J are not satisfied with the dealer testing our milk,

AND WHEREAS we believe that this work should be done by the Cooperative

THEREFORE BE IT RESOLVED that a plan be worked out whereby the Cooperative shall do all the testing of our milk.—H. B. McDowell, Jr., Pres. Passed Nov. 9, 1937.

(Not recommended because it would necessitate the employment of an efficient tester at each receiving station, entailing such additional expense as would necessitate unwarranted additional assessment against the producers at this time.) *(Not approved.)*

Auditing Books

WHEREAS the Pennsylvania and New Jersey Control Boards audit the distributors' books and check on utilization percentages

AND WHEREAS Delaware and Maryland milk is a factor in the market and milk shed and a check should be made on utilization and the figures of the distributors,

THEREFORE BE IT RESOLVED that the Kirkwood Local of the Inter-State Milk Producers' Cooperative ask the Delegate Body of the Inter-State Milk Producers' Cooperative to authorize and request the management to employ auditors to gather figures by audits of distributors' books.

(Not recommended because this resolution is embodied in other recommendations.) *(Not approved.)*

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The original noise counts—many people are only echoes.

A teacher was correcting a boy who had said: "I ain't going there."

"That's no way to talk. Listen: I am not going there; you are not going there; he is not going there; we are not going there; they are not going there. Do you get the idea?"

"Yes, ma'am. They ain't nobody going."

Men become big by finding ways to help big men.

Market Information

By F. P. Willits, Jr., Director

DURING the past ten years or so no definite statistical research has been made in this market, but with the outgrowth of governmental supervision, both federal and state, the necessity for a market information or a statistical department became even more acute than during the purely bargaining days of "Inter-State". During the past year, last March, such a department was created for the express purpose of obtaining as complete, as accurate and as up-to-date information as is possible for this type of Cooperative to obtain, and I came here March 1st from the National Cooperative Milk Producers' Federation to do that work. The only setback encountered to date has been the reluctance of the distributors to report as complete information as we desire, although we are obtaining more and more information all the time.

It is my hope that this department eventually will be able to get complete data on both sales and purchases so that trends can be forecast each month on the basis of past performance records, so we'll have some idea of market needs and supplies, thus more nearly regulating supply to meet demand.

This department has given a general market summary each month in the REVIEW. Each month feed dealers over the entire territory report feed prices to us and these compiled reports appear in the REVIEW as well as the monthly production trend of some six to seven thousand producers.

Several charts have been prepared for use at local meetings and in the office. For instance, the price of milk has been compared with the price of stocks to see how nearly the price trend of one commodity followed the price trend of the other. Department store sales were compared with factory production as an index to general prosperity and consumer purchasing power. These charts have been of tremendous value in conferences with the distributors as well as to the management of the Cooperative. A few of them have been reproduced in your paper.

Trucking Study

During the summer a study of the trucking of direct-shipped milk was begun and approximately forty-five routes in the Chester County area were outlined on a master map. Besides showing the course of each route, the approximate location of each producer on each route was marked. This study has not been completed as yet, but already many interesting facts with which we were partially familiar came out. First, we found tremendous overlapping in routes. In some instances six or eight dealers' trucks picked up milk along the same route. Also these same trucks were driven from 80 to 130 miles per day where, if there was a general rerouting, this mileage would be considerably less; and where some of the trucks carried only 40 to 50 cans a day, the rerouting could profitably eliminate several trucks and the remaining ones could carry that extra milk for the sake of economy to producers.

During the summer, a questionnaire was sent to the delegates asking for farm wages, taxes, land and cattle values. The information from approximately 90 replies was consolidated by mile zones and the results are interesting. Labor costs in the 0-39 mile zone from Philadelphia for instance averaged $3.04 per day; $2.42 per day in the 40-79 mile zone; $2.08 per day in the 80-119 mile zone, and beyond the 119 mile zone wages averaged around $2.50 per day.

Tax rates per acre in the 0-39 mile zone averaged $1.76; in the 40-79 mile zone $1.42 and in the 80-119 mile zone $.61; while in the remainder of the territory it averaged $1.25.

Land value averaged $149 per acre in the 0-39 mile zone; $114 in the 40-79 mile zone; $64 in the 80-119 mile zone and $63 in the zone over 200 miles. These are just a few things that time permits my telling about.

This department is desirous of cooperating with the Milk Control Boards and Commission, the state colleges and other related organizations interested in economic fact finding. We want to work with them in determining policy as well as in getting more complete and accurate information from every available source, including our buyers, so that the Cooperative's officers, management and members may be kept well informed at all times. It is my ambition to gain the confidence of those with whom we have to work in obtaining accurate information so that the market information department can be looked on as a clearing house of Philadelphia milk shed statistics.

The Review in 1936-37

By H. E. Jamison, Editor

THE Inter-State Milk Producers' REVIEW is the official house organ of the Cooperative and as such is sent to all members whose contracts have been accepted and also to those producers whose applications for membership are pending. In addition, about 150 non-members have paid for subscriptions. About 1000 copies of the REVIEW are distributed free each month to county agents, vocational agriculture teachers, men on the dairy and economics staffs of our agricultural colleges, officials of state departments of agriculture, cow testers, milk truckers, and to our customers, the milk buyers. In addition, the newspapers in our territory also receive copies regularly. This makes a total mail circulation of approximately 10,000 copies per issue.

The REVIEW is supported through $.50 per year of the dues paid by each member, by the cash subscriptions received directly from non-members, and through advertising revenue. Advertising revenue in the ten months of the fiscal year totaled $1204.49. The financial report of the Cooperative shows total revenues for the REVIEW of $3988.13 and total expenses of $5215.25, a loss of $1227.12. This amount was charged as operating expense of the Cooperative.

The advertising revenue is not large but it represents advertising which is submitted to us without any solicitation other than correspondence or telephone. In addition, several pages of advertising were rejected because of the nature of the product or the apparent unreliable character of the firms which submitted the advertising.

We feel it is not wise nor practical to expend any great effort in obtaining advertising. The cost of such solicitation is high and the main function of the REVIEW is not to make money through advertising but to supply information to its members.

The editorial material is planned to give the members of the Cooperative information which, we believe, will be useful and interesting to the members without regard to the reaction of the advertisers. We are carrying a bigger list of dealers in our price tabulation and are reporting the percentages of more buyers as we get this information. We have added a feed price table and carry other statistical information as it seems timely. This may be either in tabulated or chart form.

The innovation of an illustrated cover page seems to be working out most satisfactorily judging from comments received from the field. In addition, we have recently started a picture contest in which we pay small sums for pictures submitted by members which are good enough to use and for which we can find space.

Although the REVIEW is printed at West Chester, we made arrangements, starting last June, to mail it from the Philadelphia post office thereby speeding the delivery by a day or two. The December issue will carry a full report of this meeting and will serve as the annual report of the Cooperative.

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Dairy Council Elects Officers for 1937-38

At the annual organization meeting held in Philadelphia on November 18th, the Board of Directors of the Philadelphia Inter - State Dairy Council elected the following officers to serve for the coming year: President, C. I. Cohee; Vice-Presidents, Frederick Shangle and Dr. Thomas Kelly; Secretary, Dr. E. G. Lechner; Assistant Secretary, W. S. Holmes; Treasurer, Robt. J. Harbison, Jr.; Assistant Treasurer, George Hauptfuhrer.

The budget as submitted by the Secretary was approved by the Board of Directors, composed of the following membership: (as elected by the Inter-State producers)—F. P. Willits, Kenzie S. Bagshaw, John D. Reynolds, J. W. Keith, Ralph E. Bower, Howard W. Wickersham, B. H. Welty, and Frederick Shangle. (As elected by the contributing non-member producers)—W. H. Fyock. (As elected by contributing distributors)—Frank Baldwin, Clarence Fraim, Wm. B. Griscom, Robt. J. Harbison, Jr., Dr. Thomas Kelly, E. C. Toole, Stanley M. Smith, Henry N. Woolman, Wm. B. Matlack, and Charles Flounders.

Dairy Leaders Meet in Baltimore

33 Co-ops Represented at Federation Session

DAIRY cooperative leaders consider the 1937 convention of the National Cooperative Milk Producers' Federation one of the most satisfactory and successful of the twenty-one such conventions which have been held. Representation at the meetings was well distributed over the entire country, with 330 registrations from 33 cooperatives. In two respects at least there was complete unanimity of opinion.

General condemnation was given the Black-Connery wages and hours bill, with President N. P. Hull and Secretary Chas. W. Holman flaying it in their annual reports to the members. In addition, Fred Sexauer of the Dairymen's League, through a paper read in his absence, outlined the ways which agriculture "though exempt from its provisions" will suffer through higher farm wages, higher costs of farm supplies and necessities of life, and through lack of protection from foreign competition in the face of higher costs.

A round table discussion on Monday evening revealed that the entire dairy industry is concerned about recent, current, or anticipated labor troubles. There is a definite effort on the part of milk distributors to pass extra labor costs on to the farmers, it was revealed by numerous speakers. It was stated that Pittsburgh labor asked for and got an extra one-half million dollars yearly out of the milk industry. Producers are standing a part of this.

Save On Trucking

W. J. Knutzen, president of the Skagit County Dairymen's Association, Seattle, Washington, told how ownership of a fleet of forty-two motor trucks enabled his organization to save $41,319.32 last year over the costs for transportation under contract hauling ten years prior. Unit costs were reduced from the 1926 figure of 17 cents to 11 cents last year, he stated.

B. F. Beach, secretary-manager of Michigan Milk Producers' Association, Detroit, declared, that since farmers must pay the cost, they should have the right to say who does the transporting and something about its being worked out efficiently.

Centralized hauling control will eliminate duplication in covering the pick-up routes, make possible greater loads from the same neighborhood and permit the sending of solid loads to one plant instead of shipping in four or five small lots. When a farmer's association has full control of its transportation facilities, the drivers who daily visit the farmers become very valuable contact men for the organization.

Another means of building up the cooperative is to establish adequate reserve funds, according to B. B. Derrick, manager of the Maryland-Virginia Association. He stated that members benefit by fights that don't happen when there is a reserve to back up fair demands.

"The advantages of a reserve," he said, "may be boiled down to this—that associations without reserves may fail, but those with reserves will not, assuming, of course, honest management."

Keep Production in Line

"It's an awfully easy thing for a farmer to sit on the front porch and take a check for something he did not produce," said I. W. Heaps, secretary-manager of the Maryland Cooperative Milk Producers, "but we cannot go on taxing, taxing, taxing, to buy us up. The system is unsound. This subsidy money has to be paid by someone.

"Other industries do not go on producing more than the market will absorb. They don't go out and force their sales or take what people are willing to offer.

"In the same way the law of supply and demand should control all crops and it is folly for agriculture to produce more than can be consumed. In the milk business we have reached a happy medium in Maryland. We have proved that farmers cannot make headway on any other basis than the base-surplus plan. There's a considerable degree of comfort and satisfaction for our membership in it. Before he gets his check, the farmer knows on what basis settlement will be made. If he wants to increase his production he does not destroy the other fellow's market. And he also knows that over-production can only cause a breakdown in market prices.

What Happened in Philadelphia

Discussing the effects of removing the base-surplus plan in the Philadelphia market A. H. Lauterbach said, "Producers had no incentive to maintain level production during the varying seasons of the year. Farmers are now producing milk when it is cheapest and most convenient and variations in production have ranged from 30 to 35 percent between spring and fall. As a result, distributors go out and bid against each other for new producers, so that enough milk will be assured them to carry them through the fall shortage which is anticipated this year.

"Consequently, until the period of short production is a reality, each producer on the Philadelphia market will have to carry a considerable share of surplus with a correspondingly reduced average weighted price per hundredweight as his penalty."

E. W. Gaumnitz, A.A.A. Dairy Chief, says that a government price-maintenance program through the purchase of surplus dairy products would have possibilities and feels that such work could be initiated under existing legislation. He feels that such price maintenance would result in a very stable marketing structure.

Wallace Speaks

Secretary of Agriculture Henry A. Wallace, was the feature speaker at the banquet. In discussing "The Dairyman's Place In Farm Solidarity", he outlined five means of helping dairymen. These are; (1) taking advantage of the agricultural conservation plan; (2) removal of surplus dairy products for supplying the needy; (3) further use and development of marketing agreements; (4) continuing the battle on dairy cattle disease; (5) stabilization of feed costs and of competing agricultural industries through the proposed "ever normal granary" plan.

Resolutions passed by the Federation called upon the House of Representatives to defeat the wages and hours bill; requested that in future trade agreements no further concessions be made on dairy products; that sanitary requirements imposed on American farmers be applied to foreign dairy products; that tariffs on dairy products be restored to their former level as soon as possible; and, that no imports be permitted at landed costs less than our domestic cost of production.

The Federation's stand on agricultural programs of previous years was reiterated while other resolutions dealt with "filled milk", disease control, imports of dairy products, surplus purchase program, taxes on foreign fats and oils and oleomargarine.

Another resolution asked that a committee be appointed to study some plan for general producer participation in the cost of an extensive dairy educational, publicity, and advertising program.

Two changes were made in the board of directors, with W. J. Knutzen replacing U. M. Dickey and Otto Pfeiffer replacing B. F. Anderson, with three additional directors to be added later. The same officers were re-elected, with N. P. Hull of Michigan, president; John Brandt and W. D. Davis, vice-presidents; Geo. W. Slocum, treasurer; and Chas. W. Holman, secretary.

Delegates Chart 1938 Course

(Continued from page 2)

being so marked and those that failed to win approval also being printed so that the delegates may know the action on every resolution presented.

Discussion on the resolutions was open to the entire meeting. In several instances where the opinion of the delegates was obviously unanimous no discussion took place; in others where further information was desired on points that were not clear, considerable time was given over to discussion.

The rest of this was devoted to general business of the Cooperative. The delegates voted to continue allocating $.50 per member to the districts for use in defraying district and local expense. This will be distributed to the districts and locals on the basis of members from whom commission is being obtained, half on January 1, half on July 1.

Elect Council Directors

The election of directors to represent the Cooperative on the Board of Directors of the Philadelphia Inter-State Dairy Council resulted in the seven members of the Cooperative's Executive Committee and F. P. Willits being elected to fill those eight positions.

The delegates also approved recommendations of the board of directors as to the pay of directors, continuing the 1937 schedule of $7.00 per day. The salary of the president was set at $12.00 per day and of the vice-president at $10.00.

Eisaman Called On

A discussion of the difference being paid by Philadelphia buyers for milk from Pennsylvania producers and milk from Maryland and Delaware producers brought out many interesting comments. It was generally agreed by all members and delegates that there is no sound justification for a difference in price because of having to ship the milk across a political boundary. Howard C. Eisaman, Chairman of the Pennsylvania Milk Control Commission, was called upon to state his official position on this matter. He expressed keen disappointment that there should be any difference in the prices paid, adding that when the receiving station cost study was made jointly by the Federal government and the Pennsylvania Milk Control Commission the cost of operating all receiving stations was obtained and the average used in the orders issued by his Commission.

He said, "It was our wish and hope that no greater deduction would be made on milk received from Maryland, Delaware, or New Jersey than from Pennsylvania. Unfortunately that condition has not developed as we anticipated. I feel that our hope in correcting this particular situation is that sooner or later the producer groups in this area are going to comply with Federal regulations and petition the Dairy Section of the Agricultural Adjustment Administration to establish a Federal order so that producer prices in the Philadelphia milk shed shall be uniform.

"As a member of the Pennsylvania Milk Control Commission, I feel that I should not attempt to discourage milk from Maryland, Delaware, or New Jersey from finding a market in Pennsylvania. I also feel that I would be discriminating not to use my influence to establish a uniform price so that the dealers here may not have an opportunity to buy milk in other states at a price less than is fair to the producers."

Hoffman Gives AAA View

Mr. Welty, as chairman of the meeting, then called upon Henry Hoffman, Jr., of the Dairy Section of the A.A.A. to give the members and delegates the Federal attitude.

Mr. Hoffman stated emphatically that the Federal Government can not take any official action in a market until called upon to do so by the producers within the market. Without that request they can not do more than confer.

He stated that at the present time the Dairy Section and its orders are on trial in the Boston area. He expressed hope that the cases now pending there will be carried through the Supreme Court with the least possible delay. Until the Supreme Court has decided, there will be a degree of uncertainty with respect to any Federal order.

He said he was pleased with the cooperation of the state milk control boards in this area, that only with such cooperation would he be free to recommend that the A.A.A. enter our market. He also stated that if any question of constitutionality of the A.A.A. or its marketing order should be brought up, it would be a contest between the buyers who would contest the measure and the Federal government.

The last business brought up before the meeting was to discuss the level production program which is described on page 3.

Don't worry about your station in life as some one will tell you where to get off.



Get a new Improved Andis (the original single unit electric animal clipper) at the lowest price in history. It's easier to operate . . . weight rests on the animal . . . you merely guide it. Has a more powerful fan cooled and dust sealed motor. Blades quickly interchangeable for clipping all kinds of animals. Choice of leading Dairymen, Breeders, Hunt Clubs and Army men everywhere.
LOW COST OPERATION — Standard 110 volt A.C. - D.C. only **$17.50 postpaid.** Models for 6 V. (storage battery), 32 V. light plant and 220 V. high line, $2 extra.
10 DAYS TRIAL — Order from your dealer, or **send only $1** . . . (specify voltage required). Will send balance (we pay postage). **Money back** if not fully satisfied after using clipper 10 days.
ANDIS CLIPPER COMPANY, Dept. A17M Racine, Wis.

Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 3½ cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

"ELECTRIC MILK COOLERS $99.50. WATER SYSTEMS $36.50. Thousands in use. Write for name of nearest Dealer or User and save half. Dept. IR. COMMERCIAL REFRIGERATION CO. INC., Rochester, N. Y."

Clipper Headquarters

CLIPPER BLADES SHARPENED. Enclose 50c with each sets of blades mailed. Satisfaction guaranteed. Prompt service.

ANDIS & STEWART ELECTRIC CLIPPERS.

$3.00 allowance on your old Andis or Clipmaster (regardless of condition) on purchase of new machine.

REPAIRS PARTS BLADES

GEO. F. CREUTZBURG & SON

Dept. D 119 North 6th Street Philadelphia

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of October, 1937:

Butterfat Tests	4107
Plants Investigated (first half Oct.)	27
(second half Oct.)	24
Calls on Members	856
Quality Improvement Calls	23
Herd Samples Tested	163
Brom-Thymol Tests	142
Microscopic Tests	50
Membership Solicitation Calls	296
New Members Signed	78
Educational Meetings	9
Attendance	778
Local Meetings	87
Attendance	1634

Butter Prices Continue High

THE price of New York 92-score butter on November 24 went to 39.5¢ per pound which price was higher than at any time during the past six years, and nearly two and one-half times the low price during the depression. Some people who follow the market, contend that it will go to 42¢ before the winter is over, while others more conservative, place the peak at 40¢ per pound.

At the same time the supply of butter is relatively low. The United States Department of Agriculture on November 26 reported butter stocks in the ten leading markets in the United States at 34,671,000 pounds compared with 47,340,000 pounds on the same day last year.

Feed Prices—With the drastic reduction in feed prices, the producer whose supply goes to the butter and cheese factories is considerably better off financially this year than when feed prices were so high during 1936. According to a compilation of feed prices as reported to the Co-operative from selected feed dealers throughout the Inter-State territory, feed prices in November were from 3 to 30 percent below prices in November, 1936, with corn meal showing the greatest reduction. Wheat bran and cottonseed meal were approximately 15 percent lower, while gluten feed was down 23 percent. (For further details see feed price summary on page 5.)

Labor Costs—While feed costs have shown considerable decline, labor costs have materially increased. According to the United States Department of Agriculture publication "Crops and Markets", farm labor in Pennsylvania on October 1 was from 15 to 20 percent higher than a year ago. Delaware and Maryland showed a similar increase while New Jersey wage rates were nearly 30 percent higher.

Milk distributors' pay-rolls, according to a release issued by the Milk Industry Foundation on reports compiled from 136 leading markets in the United States, showed a 5.58 percent increase in October, 1937, over October, 1936 while employment increased 3.97 percent over the same period, leaving an actual increase in wage per worker of 1.61 percent. The same report indicated that average daily sales for these same distributors were up approximately 3.84 percent for October, 1937, over one year previous. Although sales for this market are not definitely known, still there is a feeling that the Philadelphia area has not shown as much increase in fluid milk consumption as some other sections of the country.

National dairy products consumption trends recently released by E. E. Vial of the Bureau of Agricultural Economics are interesting. The per capita consumption of manufactured dairy products in the United States rose from 305 pounds (milk equivalent) in the decade of the 70's to 421 pounds in the 90's and to 468 pounds in the past 10 years (1927-36). Per capita consumption of butter rose rapidly from 1869 to 1897, but in the last 45 years has shown no consistent tendency to increase or decrease. The increase in per capita consumption of manufactured dairy products since the 90's has been due to the general upward trend in per capita consumption of cheese and the marked rise in consumption of concentrated milks and ice cream. In the past decade butter has made up about 79 percent of the total consumption of manufactured dairy products (milk equivalent) compared with 91 percent in the 30-year period 1870-99."

Manufactured Markets — The dry milk market, although below last year showed a slight price improvement during the fall of 1937. However, stocks of dry skim milk on October 1, 1937, were 14,500,000 pounds greater than a year earlier and of dry buttermilk 3,000,000 pounds greater. Stocks of dry whole milk on October1, 1937, were slightly below the October stocks of a year ago.

Prices received by farmers delivering milk to condenseries and evaporating plants were reported to average $1.65 per hundredweight for 3.5 percent milk for October, 1937, which is the same price received during October a year ago and a 4¢ increase over September, 1937. Storage stocks of evaporated milk on November 1, 1937, were 244,866,000 pounds compared to 227,710,000 pounds on October 1, 1937, and 251,751,000 pounds November 1, 1936. Condensed milk supply in storage on November 1, 1937, was only slightly below the 8,699,000 pounds of October 1, 1937, but 3,337,000 pounds below the amount in storage on November 1, 1936.

Production—October milk production in Inter-State territory shows the usual seasonal decline. October, 1937, production declined 20 pounds or 9.5 percent from the September, 1937, level, while for the same period a year ago, October production declined 17 pounds or 8.4 percent below September. Daily average production per shipper during October, 1937, averaged 190 pounds or 7 pounds more than was produced during October, 1936. These figures are based on an average of 6,600 producers who supplied approximately 38,000,000 pounds of milk to the Philadelphia market during October.

Milk and Cream Receipts—Milk receipts in the Philadelphia area as compiled by the United States Department of Agriculture show a slight increase over one year ago. During the week ending November 20, approximately 140,000 cans (40-quart) were received compared to 138,238 cans for the same week of 1936. Cream receipts averaged approximately 3,000 cans during the week ending November 20 for both 1936 and 1937. The average price per 40-quart can of 40 percent Pennsylvania approved cream, as reported by the United States Department of Agriculture, was $20.00. This is equivalent to a price of $2.12 for 100 pounds of 3.5 percent milk.

Prices in Other Markets—Fluid milk price changes in other fluid markets during the month of November are mostly upward. New York City Class I price went up 28¢ per hundredweight and 1¢ a quart higher to the consumer who now pays 14¢ per quart for home delivery. Springfield, Mass., Class I price is up 30¢ per hundredweight and 1¢ higher to the home. Louisville, Kentucky, is up 23¢ and retail price is 1¢ per quart higher. Other markets showing an increase are Little Rock, Arkansas, 17¢ per hundredweight; Phoenix, Arizona, 9¢; Los Angeles, California, 10¢; Santa Barbara, California, 7¢; while a reduction of 12¢ on Class I is recorded at Providence, Rhode Island, and of 11¢ at Kansas City, Kansas.

NOVEMBER, '37, BUTTER PRICES

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	36½	36	35
3	36¾	36¼	35
4	37½	36¾	35½
5	37½	37	36
6	37½	37	36
8	37½	37	36
9	37¼	37¼	36
10	38	37½	36½
12	38	37½	36½
13	39	38½	37
15	39	38½	37
16	39	38½	37
17	38¼	37¾	37
18	38¼	38	37
19	38½	38½	37¼
20	39	38½	37½
22	39	38½	37¾
23	39½	39	38
24	40	39½	38½
26	40	39½	38½
27	40	39½	38½
29	40	39½	38½
30	40	39¼	38½
Average	38.54	38.07	36.98
Oct., '37	36.54	36.04	34.89
Nov., '36	34.22	33.59	32.56

Many Women Attend This Year's Annual Meeting

A LARGE gathering of women from all parts of the territory was present this year at the annual meeting to attend the women's session as well as general sessions of the "Inter-State".

The women's meeting was presided over by Mrs. Samuel B. Collins, Middletown, Del., chairman of the women's committee. Other members of the committee were as follows:—Mrs. James H. Kendall, McConnellsburg, Pa.; Mrs. Clayton Reynolds, Denton, Md.; Mrs. Alfred E. Darnell, Medford, N. J.; Mrs. O. S. Havens, Williamsburg, Pa. and Mrs. S. W. Stearly, Trappe, Pa.

Two exceptional speakers, each with an important message for rural women, comprised the morning's program. Miss Pearl MacDonald, nutritionist for the State of Delaware, discussed "The Rural Home-maker Applies Nutrition to Every Day Living" and Dr. Dorothy Child, assistant director of medical inspection, Philadelphia public schools, brought information on the subject, "How Modern Schools are Trying to Safeguard the Health of Children".

Breakfast Is Important

"If children miss a right breakfast before going to school in the morning and have a light lunch, the amount of food needed for the day cannot be made up at the evening meal." This statement was made by Miss MacDonald. Her talk was illustrated by a chart picturing a breakfast too frequently snatched by teachers as well as children in their hurry to get off to school—a buttered roll and a cup of coffee, and perhaps some jam or jelly. But she then graphically showed by the use of charts how, with the addition of fruits and milk, an adequate breakfast could easily be built up using fruit in season, cereal, egg, milk or cocoa. Two to four eggs should be used a week for good nutrition. This made an excellent foundation for the rest of her message on how nutrition could be readily applied to the home dining table, and applied the words of Dr. H. D. Sherman of Columbia University when he said, "An optimum diet would add not only years to one's life, but also life to one's years."

Mrs. Betty Zollers Hedrick had charge of the music and by the singing one could easily tell the women were interested and ready to take part in a live program. The Inter-State song sheets were used and "America the Beautiful" was well carried by the voices with Mrs. Emilie Kalmbach at the piano. The ever popular "The More We Get Together" had its appeal and a hearty response. Mrs. Hedrick is a popular song leader.

School Medical Inspection

The interest of the women was very apparent as Dr. Dorothy Child opened her message. She told of the 275,000 children in the schools whose health was guarded by the department of medical inspection. While she fully understood that the rural schools could not do all in this direction that the big city schools can do, it was suggested that one parent could always be present at school the day the medical examiner was there, and observe while the child was examined. This would go far toward eliminating many of the handicaps in later years of the child, and be a very progressive step for health in the school and community. One thing any school district can carry out is a diptheria campaign, and the sooner every child has a shot of toxin-anti-toxin or toxoid the better it will be for the health of the child and the community.

A demonstration-luncheon followed the morning session, arranged by the Philadelphia Dairy Council. The menu was based on one of the Council's food demonstrations, "The Nautical Supper". The menu used will be of general interest because of its attractiveness and economy as well as the fact that every item contained milk either "in it or on it". Scalloped sea food, tomato aspic salad with sour cream and cucumber dressing, apricot nut casserole, rolls, milk and coffee. Such a meal may be served at a cost of under thirty cents per person.

Apricot Nut Casserole

½ lb. apricots	½ c. chopped nuts
¾ c. brown sugar	Grated rind of lemon
1 c. boiled rice	3 tbsp. lemon juice
½ c. chopped raisins	2 egg whites

Soak and cook apricots, remove juice and pass fruit through sieve. Add rice, sugar, lemon, nuts and raisins and fold in beaten egg whites. Bake ¾ to 1 hour in moderate oven (300°). Serve with whipped cream, topped with green cherries. This may also be served with thin custard sauce.

Sour Cream and Cucumber Dressing

2 egg yolks	2 tsp. salt
¼ c. milk	2 tbsp. lemon juice
2 tbsp. sugar	3 tbsp. vinegar
1 tbsp. flour	1 c. sour cream
1 tsp mustard	¾ c. diced cucumber

Beat egg yolks in top of double boiler, add dry ingredients, mix well. Add sour cream and milk. Cook slowly, stirring constantly. When thickened add lemon and vinegar. Sir and cook 3 to 4 minutes. Remove from fire. When cold add diced cucumbers.

Scalloped Sea Food

2 c. sea food	1½ c. white sauce made of:
2 tbsp. lemon juice	3 tbsp. butter
2 tbsp. chopped parsley	5 tbsp. flour
¼ tsp. salt	1 tsp. salt
	1½ c. milk

Add lemon juice and parsley to sea food. Marinate well, then add white sauce. Mix well. Fill sea shells, cover with buttered bread crumbs and bake about 15-20 minutes in moderate oven (350-375°).

Suggestions for sea food:—Crab, Shrimp, Tuna, Lobster, Salmon, Cod, Scallops.

Tomato Aspic in Fish Mould

2 pkg. aspic Jello	1 tbsp. vinegar
2 cans tomato juice (3½ cups)	¼ tsp. salt
	½ c. boiling water

Dissolve aspic in boiling water. When thoroughly dissolved add tomato juice, salt and vinegar. Pour into dish mould, first dipped in cold water. Place in refrigerator to set. Turn on large bed of crisp watercress and serve with sour cream and cucumber dressing.

Young Dentist: "What do you do when a patient thinks his bill is too large?"

Older Dentist: "Give him laughing gas, and collect before the effect wears off!"



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Over 90% of the world's clipper users own and PREFER STEWART clippers. *CLIPMASTER is faster, cooler running, easier-to-use.* **Has two to five times as much power as other clippers of this type.** Lasts longer. Stays sharp longer. Fan-cooled, ball-bearing motor exclusive Stewart design. Completely insulated in the special **EASY-GRIP** handle barely 2 inches in diameter. The finest, most enduring clipper ever made for cows, horses, dogs, mules, etc. *A $25.00 value for only $18.95* complete, 100-120 volts. Special voltages slightly higher. At your dealer's or send $1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power Clipping and Shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5419 Roosevelt Rd., Chicago, Illinois. *47 years making Quality products.*

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THERE'S NOTHING MYSTERIOUS about *putting new life into cows.* It's simply the result of rebuilding a cow when dry with Dry and Freshening Cow Chow, a special feed developed by Purina Research for the body building of a cow from the inside out. The result is that dry cows fed Dry and Freshening Cow Chow have the condition to resist cow troubles that so frequently come at freshening time. They have *new life* to go right ahead and milk at their best and when put on Milking Cow Chow will give up to 25% more milk per cow yearly. See your Purina dealer and learn how you can put your cows on the Purina Cow Plan at no extra cost through Purina's exclusive *More Milk Insurance offer!*

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INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philadelphia, Pa., January, 1938 No. 9



Photograph by Eugene Wyble

Winter in a Maryland Orchard

Federal Order Requested

Seek Uniform Prices Throughout Milk Shed

THE Agricultural Adjustment Administration has been asked to come into the Philadelphia market to regulate the price of interstate milk. This action was taken by the Executive Committee at a special meeting held on December 22, and formal written request was sent by letter to Dr. E. W. Gaumnitz, Chief of the Dairy Section of the Agricultural Adjustment Administration, on December 23.

This move was the outgrowth of a conference held on December 22, which was arranged by the Pennsylvania Milk Control Commission and was participated in by that Commission, the New Jersey Board of Milk Control, the Dairy Section of the Agricultural Adjustment Administration, the Executive Committee and officers of your own Cooperative, and representatives of the Allied Dairy Farmers' Association, Chester County Dairymen's Association and the United Farmers' Association.

Gaumnitz Outlines Procedure

The procedure to be followed was outlined by Dr. Gaumnitz and consists of four points as follows:

1. The Federal Government proceed jointly with the states in the development of a plan for consideration at a public hearing.
2. Establishment of uniform orders by the Pennsylvania and New Jersey control agencies and the AAA so that uniform producer prices would prevail throughout the area supplying milk to the market, these orders to be preceded by a joint public hearing at which all interested parties may appear.
3. Federal regulation would be confined to milk in interstate commerce.
4. If a Federal order is issued, administration of it should be closely co-ordinated with the administration of orders of the New Jersey and Pennsylvania control agencies.

At the close of the conference, Howard G. Eisaman, Chairman of the Pennsylvania Milk Control Commission, stated that substantial progress had been accomplished and further conferences will be held in the immediate future to the end that the interstate phase of milk control might be brought under adequate control at the earliest possible date.

The need for Federal regulation has been felt for considerable time. Previous to October, 1935, the majority of the milk dealers who were operating in both Pennsylvania and out-of-state were paying the same price for milk at all points within the same mile zone from Philadelphia. At that time, however, an order issued by the Pennsylvania Milk Control Board established prices at receiving stations in Pennsylvania which took into consideration the average actual cost of operating receiving stations and actual hauling costs to Philadelphia. Although milk was bought at Pennsylvania stations on this schedule, the same differential as before was used in calculating prices at receiving stations outside of the state.

Even before that a few dealers who obtained milk principally outside the state were paying less than the established price for the market.

In checking the files of the MILK PRODUCERS' REVIEW, we discover that producers selling through receiving stations in Delaware and Maryland had received prices which ranged from 3 to 20 cents per hundred pounds less than producers supplying milk to receiving stations operated by the same dealers in similar mile zones in Pennsylvania had received.

Lower Price Out of State

A. H. Lauterbach, general manager of the Inter-State, outlined to the conference some of the facts of the situation and discussed trends which are developing. It was pointed out that some of the smaller dealers are getting more and more of their milk from out of the state and that additional dealers are threatening to get a part of their supply from some other state in order to escape Control Commission regulations and meet their competition. There have been instances of Pennsylvania dealers going to New Jersey to get milk and New Jersey dealers coming to Pennsylvania, with the farmers in their own states being laid off.

This situation is made possible because the control boards of the respective states can regulate the price on only the milk which originates and is sold within their own state, having no control over milk which crosses state lines.

There have been frequent demands by producers, especially in Maryland and Delaware, that action be taken to correct the difference in price that producers there receive as compared with Pennsylvania producers. It is feared that unless the price is stabilized there will be an eventual breakdown in the market, with many Pennsylvania producers having a price but no market, while the out-of-state producers would have a market at a lower price.

Senator Weldon Heyburn, Delaware County, concurred in the need for some type of regulation in order to stabilize the milk market and prevent probable loss of markets for our own producers.

It has been pointed out that consumers got no benefit from the lower price paid out-of-state producers.

See Need For Federal Order

Numerous conferences have been held with milk dealers in order to adjust these differences in producer prices. Some progress resulted and the difference in price now being paid is less than it was a year or more ago. However, some dealers show no desire to cooperate and never appear at conferences on the subject. It was felt that the only way to obtain uniformity is to put a Federal marketing agreement or order into effect.

It is generally felt that if a Federal order is to be effective it must be identical, as far as producers' prices are concerned, with orders issued by the state control agencies. In order to obtain a Federal marketing agreement, two-thirds of the producers in a market must be in favor of the action. Should the milk dealers refuse to sign an agreement, then an order may be issued which must be requested by producers representing three-fourths of the milk supplied the market. A Federal marketing order may be cancelled by request of a majority of the producers in the market. In every case a producers' organization may speak for all its members.

A Federal order would cover producer prices only and then only on milk which crosses state lines into the marketing area. The price to producers for milk within the state would be set by the respective state control agency. The states would also have the power of establishing prices charged wholesale buyers and consumers.

Plans are under way to hold a hearing in the Philadelphia area as soon as possible. It is expected that some investigation will be made first

(Please turn to page 11)

The Annual Withdrawal Period

The marketing agreements signed by our Cooperative members are automatically renewed for another year unless notification of withdrawal is sent to the office of the organization sometime between February 1 and 15. We do not anticipate many withdrawals but do want to call to everyone's attention the fact that it is possible to cancel the marketing agreement and withdraw from the Cooperative if any of our members so desire.

Considering the progress made since our new Cooperative started work, I do not think there is any occasion to complain. However, we can not rest on idle oars as we still have many problems to solve.

We need the cooperation of many more producers in our territory in order to obtain the strength and influence we should have in protecting and advancing our interests. I should like to see every member make a new year's resolution to tell at least one producer, not now a member of our Cooperative, of the need for working together in order to give himself the greatest possible help, incidentally helping his neighbors at the same time.

A. H. Lauterbach

Milk Contest

Milk at its purest, its sweetest, its best flavor, will be judged at the 1938 Pennsylvania Farm Products Show, Harrisburg, January 17-21. Several hundred samples will be entered in this contest and, as usual, we expect the Inter-State to be well represented.

Prizes are awarded in numerous classifications. Size of herd and disease control program, whether raw, certified or pasteurized, all determine classifications. Separate awards are made in each class. In addition, a special award will again be made to the Inter-State member who gets the highest score regardless of classification.

We are proud of the quality of the milk produced by Inter-State members. We hope that many of you will enter the contest.

Write to the Manager, Farm Products Show, Harrisburg, Pa., for full information, entry blanks and instructions.

●

Dr. J. C. McDowell Retires

Dr. J. C. McDowell, who has been in charge of the Division of Dairy Herd Improvement Investigations in the Bureau of Dairy Industry since 1928, will retire from the Government service December 31, 1937, after 29 years and 9 months in the U. S. Department of Agriculture. He will be 70 years old on Christmas Day.

Dr. McDowell was graduated from the College of Agriculture, University of Wisconsin, in 1903 and went immediately to the North Dakota Agricultural College as a professor in agronomy. Leaving the college April 1, 1908, he entered the U. S. Department of Agriculture and in 1916 was transferred to the Dairy Division of the Bureau of Animal Industry.

The cow-testing movement was then in its infancy and Doctor McDowell played an important role in promoting its growth from the 346 associations in 1916 to the 992 now active.

●

Most Farm Fires From Commonplace Causes

Farm fires in the United States take about 3,500 lives and destroy $100,000,000 worth of property each year, says a recent United States Department of Agriculture publication "Fires on Farms".

Eighty-five percent of this loss is from such commonplace causes as defective chimneys and flues; sparks on combustible roofs; lightning; spontaneous combustion; careless use of matches, smoking; careless use of gasoline and kerosene; defective and improperly installed stoves and furnaces; faulty wiring; and misuse of electric appliances.

Four simple precautions are: Use fire - resistant roofing, dispose of waste and rubbish, never use gasoline or kerosene to start or revive a fire, and, guard against overheating of stoves and furnaces and clean smoke pipes at least once a year. Lightning rods on major buildings are recommended.

A copy of Leaflet 44, "Fires on Farms", may be obtained by writing to the United States Department of Agriculture, Washington, D. C.

"So you used to make whaling trips with your father when you were quite young?"

"Sure. Out to the woodshed!"

Dr. T. B. Symons Receives Deserved Promotion

The many friends of Dr. T. B. Symons, who has been Director of the Agricultural Extension Service in Maryland since 1914, will be pleased to know that he has also been given the responsibility of serving as the Acting Dean of the College of Agriculture, University of Maryland. Dr. Symons succeeds Dr. H. J. Patterson who resigned on October 1, after 50 years of service at the University of Maryland. Dr. Symons is also chairman of the Council on Agriculture.

Other changes at the University of Maryland include the promotion of Professor J. E. Metzger, professor of Agronomy and Assistant Director of the Experiment Station, to the position of Acting Director of the Experiment Station. This position was formerly occupied by Dr. Patterson along with his duties as dean. Dr. H. F. Cotterman has been appointed Assistant Dean of the College of Agriculture. Professor E. I. Oswald, county agent leader, and Miss Venia M. Kellar, State home demonstration agent, have been given positions of Assistant Directors of the Extension Service.

The Council on Agriculture is a newly created activity, designed to integrate and centralize agricultural activities at the University of Maryland. This Council will consist largely of department heads at the College of Agriculture and leading state officials whose work brings them in regular contact with agriculture.

Remember, always, that milk is a food. Handle it with that in mind.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Inter-State
Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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Prevent "Rejected" Milk In Winter Weather

It's human nature to "let up" once in awhile. Occasionally it makes no difference, but some times it costs real money or means more work in the end.

There can be no let up in handling milk. It can sour or become below standard any day of the year—and when it does one of two things may happen:—

The buyer of that milk may lose a customer, or the producer of that milk may get it back. In either instance the producer loses.

The proper thing to do is to handle the milk every day for just what it is—our best and yet our most perishable human food.

Our field representatives are constantly running down trouble caused by sediment, high bacteria counts and similar milk troubles. Winter weather does not stop those troubles, merely slows them down, and with higher prices in winter a can of rejected milk means a bigger loss.

Give your milk utensils and milking machines close attention.

Wash carefully with **hot** water and washing powder.

Sterilize with **boiling** water, live steam or a standard chlorine sterilizer.

Guard against dust at milking time and about the milk house.

●

Dairy Conference Meets In Hartford This Month

Problems that confront the dairy farmers of the 12 northeastern states as the year 1938 opens will be brought to the fore when the Northeastern Dairy Conference holds its annual meeting January 24 and 25 at the Hotel Bond in Hartford, Connecticut.

Leaders in all of the principal dairy cooperative associations supplying milk to the Eastern Seaboard markets from Washington to Boston, Federal and state milk control officials, and spokesmen for the state colleges, Granges, dairymen's associations and Farm Bureau's of this area will attend.

A critical review of state milk control and discussions of recent developments in the troubled markets of New York and Boston will be highlights of the program. Governor Wilbur L. Cross of Connecticut has accepted an invitation to address the conference at its evening session on the opening day.

Frank, open discussion of matters concerning the dairy industry of this region is the aim of the conference. Secretary Roger B. Corbett has announced that the public will be welcome at all sessions and a large attendance of dairymen from Connecticut and other states is anticipated.

Discussions on many vital dairy marketing problems will feature the conference. These discussions will be led by cooperative leaders, Federal and state officials, marketing specialists at agricultural colleges, and other farm leaders throughout the northeastern area.

What this country needs is more butter on railroad ham sandwiches.

There is a better way to do anything if a man will only look far enough for it.

Eastern Shore Holds Two Great Meetings

Eastern Shore producers are really loyal to the Cooperative as demonstrated by the attendance at recent meetings. A meeting at Cordova on December 14, to which all producers and their families shipping to Easton receiving station were invited, was attended by more than 400 persons. These included members from the Easton, Cordova and Queen Anne Locals. Admission was by ticket which admitted the member and members of his family.

Refreshments were served, consisting of ice cream and cake. Abbotts Dairies contributed toward the cost of the refreshments.

Arrangements were made by a local committee, assisted by Clayton Reynolds, field representative, and A. R. Marvel, director from the district. Appearing on the program were A. H. Lauterbach, general manager of the Inter-State, and Dr. J. A. Webb and Dr. H. L. Ragsdale of Abbotts Dairies. Magic tricks were performed for the audience by Dudley Winter of the Inter-State field staff.

A dinner and meeting held at Chestertown on December 15 was attended by approximately 350 persons. Tickets were supplied to members, with the privilege of buying additional tickets for members of the family or other guests. Approximately 200 members attended.

Mr. Lauterbach also appeared on this program together with George Hauptfuhrer of Supplee-Wills-Jones Company. Milk marketing problems in general were discussed and the aims of the Cooperative were outlined. Mr. Winter gave another demonstration of sleight-of-hand. Music was supplied by the Washington College orchestra and a local quartet. Local arrangements were in charge of a committee consisting of the presidents of the various locals in the district who worked with Mr. Reynolds and John Carvel Sutton, director of the district.

The interest shown by the members at these meetings indicates a sound cooperative spirit and a community enterprise which could well be set as a goal in many other sections.

●

Board Meeting January 14

The January meeting of the Board of Directors will be held on Friday, January 14, instead of January 13 as originally planned. This change was made in order to avoid conflict with the public meeting of the Maryland Farm Bureau Federation in which several Directors of the Cooperative are active.

Inter-State Has Booth At Farm Show

The Inter-State will be represented at the 1938 Pennsylvania Farm Products Show with a booth where members may obtain information or discuss their marketing problems with Inter-State representatives. The booth will be at the same location as at the 1937 show, which is to the left of the main aisle of the arena and the second aisle from the livestock exhibit area.

The exhibit will be under the direction of Chas. E. Cowan, assistant director of the field department, and will be attended by various field representatives during the week.

All Inter-State members are invited to visit the booth, talk with the representatives, and ask questions.

●

Farm Bills In Conference, Dairy Amendment Passes

A farm bill was passed by each branch of the Congress in the closing days of the recent special session. The Senate bill and the House bill were so drastically different that the bills must now go into Conference Committee for final drafting. It is impossible to forecast what the final recommendation may be.

Differences in the two bills revolved around the cost of the farm program outlined in each bill and compulsory crop control features.

The President had insisted that a half-billion limit be placed upon the cost. It seems that this was disregarded in the halls of Congress in order to please constituents in various parts of the country.

In one respect at least the two bills are almost identical. After considerable effort the dairy interests succeeded in amending each bill so as to protect the dairy industry from subsidized expansion in one-crop sections of the country. These amendments, known as the Boileau Amendment in the House and the McNary Amendment in the Senate, were passed by rather narrow margins but efforts to nullify the amendments were consistently defeated.

Members of the Senate who consistently voted for the dairy interests were Davis and Guffey of Pennsylvania; Holt of West Virginia; Moore of New Jersey; and Townsend of Delaware. Senator Neely of West Virginia consistently opposed the dairy interests. Senator Smathers of New Jersey voted with the dairy interests except on the first vote, while Senators Radcliffe and Tydings of Maryland supported the dairy interests on the last record vote.

In the House of Representatives, the New Jersey and Delaware Representatives supported the dairy amendment and all Maryland Representatives opposed it. In Inter-State territory of Pennsylvania, Representatives Bradley, Stack, Wolfenden, Frey, Kinzer, Moser, Ditter, Swope, Walter, and Gray supported the amendment, while Representatives McGranery, Gildea and Haines opposed it, with Representatives Sacks, Daly, Dorsey and Drew not voting.

●

Progress Noted On Level Production Plan

The officers of your Cooperative have been working with the Pennsylvania Milk Control Commission and the New Jersey Board of Milk Control on the level production program. Several conferences on the subject have been held and the broad principles of the proposed plan discussed.

Several meetings of producers have been held on this subject recently in which the workings of the proposed plan have been discussed and producers given the chance to determine how it would effect their own cases. This has also been taken up with numerous distributors.

At the present time no assurance can be given as to when a program may be made effective. The Pennsylvania Control Commission informs us that they will have to hold a hearing on the subject before they can issue an order covering it. It is doubtful whether such a hearing can be held within several weeks.

Another complication which must be worked out is the possible and probable effects of the proposed Federal order on a plan of this type. It would be necessary that any level production program be included in a Federal agreement or order in the same form as in a State order.

Progress in the development of this plan will be carried in each issue of the REVIEW.

Prospective Buyer: "There are eight in my family, and we have a lot of friends."

Auto Salesman: "Let me sell you this second-hand patrol wagon. It has held twenty—in a pinch."

Write down your age — then double it. Add five and multiply the result by 50. Subtract from this total the number of days in the year—ignoring leap years. To this number add the number of coins in your pocket or handbag. Then add 115. The first two figures will be your age—the last two figures will be the number of coins you had in your pocket.

Keep Milk From Freezing

Frozen milk means loss to producers because:—

An accurate butterfat test is impossible—it is almost always too low.

A loss in weight results from milk frozen to inside surface of cans.

Milk quality is reduced and flavor impaired which may cause reduction in milk sales.

A good method of protecting milk is to place the cans in water at a temperature just above freezing. Use the cooling tank for this purpose and close the lid tightly. An insulated lid will give adequate protection except in the coldest weather.

This method cools the milk quickly and safely, prevents bacterial growth.

●

Worthwhile Events

January is a month of important meetings of farm organizations. They are worthwhile. Try to attend some of them, especially those of groups in which you are especially interested.

A partial list of these meetings follows:—

New Jersey Farm Bureau, at the Woodrow Wilson Hotel, New Brunswick, Friday, January 7, opens at 10 a.m., banquet at 6:30 p.m.

Maryland Farm Bureau Federation at the Lord Baltimore Hotel, Baltimore, January 12-13-14. Group sessions on 12th, Farm Bureau public meeting on 13th with banquet in evening, Farm Bureau business meeting on 14th.

Pennsylvania Farm Products Show, Harrisburg, January 17-21, Dairymen's Association meeting on 20th. Banquet on evening of 19th.

Northeastern Dairy Conference at Bond Hotel, Hartford, Conn., January 24-25.

New Jersey Agricultural Week and Farm Show at Trenton, January 25-28, dairy day on 26th.

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Taylor Succeeds Gauntt

Dr. George E. Taylor, associate professor of dairy extension at Michigan State College, has been appointed extension dairy specialist in New Jersey to succeed Edwin A. Gauntt, who becomes the New Jersey state leader of county agents on January 1.

Dr. Taylor will assume his new duties February 1. He is a graduate of Kansas State College and has taken advanced work in dairy husbandry and veterinary medicine. He has been at Michigan State College since 1925.

A ray of sunshine has a right to penetrate anywhere.

Supplementary Notes To Price Table on Page 7

* All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5 percent butterfat basis from the 4 percent basis included in its orders.

‡ Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading, Tamaqua and Tyrone markets.

† November only.

The November average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in Pennsylvania for November as set by the Control Commission is $1.43 per 100 pounds of 3.5 percent milk ($1.62 for 4 percent milk) f.o.b. dealers' plant or receiving station and for December it is $1.46 ($1.66 for 4 percent milk). Class III price in Maryland and Delaware was $1.33 for 3.5 percent milk in November and $1.36 in December.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, November and December, $2.76; Class I Grade A, November and December, Grade B price plus butterfat and bacteria bonuses, or $3.16.

Class II, November 1-15, Grade A, $1.95; Grade B, $1.85; November 16-30 and December, all Class II, $2.00.

Class III, November, $1.52; December, $1.56.

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Something Like Matrimony

Cooperation is a good deal like matrimony in that it should never be attempted without due regard to the responsibilities involved.

Both of them are relationships that are dependent for success upon a willingness to work cheerfully together, and to share in all sacrifices as well as all gains.

The bride who finds herself reduced to the status of a maid-of-all-work is no less unhappy than the cooperative which finds itself with members who expected it to do the entire job unassisted. The fault-finding husband and the disgruntled member are about on a par. More often than not they either have failed in doing their part; have expected too much of their bargain; or have listened to malicious gossip. Occasionally there is an individiaul who is congenitally incompatible.

No honeymoon lasts forever—but understanding, mutual helpfulness, and loyalty are the three ingredients that make for successful cooperation as well as successful matrimony.

Prices Paid by Philadelphia Distributors
Weighted Averages, November, 1937

Abbotts	Philadelphia, Pa.	$2.76
Baldwin Dairies	Philadelphia, Pa.	2.68
Breuninger Dairies	Philadelphia, Pa.	2.77
Wm. Engel Dairies	Philadelphia, Pa.	2.79
Gross Dairy	Philadelphia, Pa.	2.76
Hamilton Dairies	Philadelphia, Pa.	2.70
Hutt & Kempf	Philadelphia, Pa.	2.50
Missimer Dairies	Philadelphia, Pa.	2.75
Scott-Powell	Philadelphia, Pa.	2.66
Supplee-Wills-Jones	Philadelphia, Pa.	2.64

Classification Percentages — November, 1937
PENNSYLVANIA, MARYLAND & DELAWARE

Dealers	*Class I*	*Class IA*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	86.9	–	13.1	–	68.6% of Class I
Baldwin	78	–	20	2	
Billman & Stegmeier	86	5	9	–	
Blue Hen Farms	73.5	–	26.5	–	
Breuninger Dairies	87	–	13	–	78% of Production
Clover Dairy	78.44	–	13.72	7.84	77% of Production
Delchester Farms	68	–	32	–	
Engel Dairy	90	–	10	–	
Fraims Dairies	84.16	–	10.53	5.31	
Charles Gross	87	–	13	–	
Hamilton Dairies	80	–	20	–	
Harbison	84	–	11	5	
J. E. Harshbarger	70	14	16	–	
Hernig	50	–	50	–	
Highland Dairy	80	–	20	–	
Hoffman	50.2	13.8	36	–	
Johnson, J. Ward	88.11	–	10.59	1.30	
Keith's Dairy	87	13	–	–	
Martin Century	85.8	–	14.2	–	85.1% of Production
McMahon Dairy	90.90	5.50	–	3.60	
Meyers	77	–	23	–	81% of Production
Missimer Dairies	85	–	15	–	
Nelson Dairies	65	–	22	13	
Penn Cress Ice Cream	52.2	2.1	45.7	–	
Scott-Powell	77	–	20	3	84% of Production
Supplee-Wills-Jones	*72.30	–	27.70	–	78% of Class I
Strickler Dairy	50	–	50	–	
Sypherd's	95	–	5	–	
Turner and Wescott	74	–	26	–	
Waple Dairies	85.2	8.2	–	6.6	
Wawa Dairies	76	–	24	–	

NEW JERSEY

	Norm	*Cream*	*Excess*
Abbotts "A"	97	3	Balance
"B"	75.5	24.5	Balance
Castanea "A"	87	13	Balance
"B"	92	8	Balance
Scott-Powell	100	–	Balance
Supplee-Wills-Jones	100	–	Balance
Suburban Dairies "A"	74.7	25.3	Balance
"B"	96.5	3.5	Balance

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price on about 5.42% of Class I milk delivered by Pennsylvania, Maryland and Delaware producers.

"It took a long time to pull that man's tooth."

"I discovered he is an old patient of mine who neglected to pay his bill."

First Actor: "I can't get into my shoes."

Second Actor: "What! Feet swelled, too?" *Boston Transcript.*

The fellow pulling on the oars hasn't time to rock the boat.

Mrs. (learning to drive): "Henry, that little mirror up there isn't set right. I can't see a thing but the car behind."

At last we've discovered the reason for the yellow lights in the traffic signals—it gives the Scotsman a chance to start his motor.

Milk needs good care every day.

Prices *3.5% Grade "B" Milk

(Prices quoted are f. o. b. delivery point)

November Averages and November and December Schedules. (Explanatory Notes on Page 6, Col. 1.)

		Average Price Paid in Nov.	Class I Price Nov. & Dec.	Class II Price November	Class II Price December
Harshbarger, J. E.	Altoona, Pa.	$2.52	‡$2.76	$1.93	$1.97
Hoffman's Dairy	Altoona, Pa.	2.36	‡2.76	1.93	1.97
Keith's Dairy	Altoona, Pa.	2.66	‡2.76	1.93	1.97
McMahon Dairy	Altoona, Pa.	2.67	‡2.76	1.93	1.97
Supplee-Wills-Jones	Bedford, Pa.	2.25	2.37	1.93	1.97
Peter Hernig	Boiling Springs, Pa.	2.22	2.48	1.95	1.99
Harbisons	Brandtsville, Pa.	2.40	2.52	1.95	1.99
Harbisons	Byers, Pa.	2.40	2.52	1.95	1.99
Harbisons	Carlisle, Pa.	2.40	2.52	1.95	1.99
Harbisons	Centerville, Md.	2.35	2.48	1.83	1.86
Supplee-Wills-Jones	Centerville, Pa.	2.15	2.24	1.91	1.95
Hershey Creamery Co.	Chambersburg, Pa.	$1.95–$2.10			
Supplee-Wills-Jones	Chambersburg, Pa.	$2.31	2.45	1.94	1.98
Highland Dairy	Chester, Pa.	2.55	2.88	2.00	2.04
Miller-Flounders	Chester, Pa.	2.55	2.88	2.00	2.04
Supplee-Wills-Jones	Chestertown, Md.	2.30	2.48	1.83	1.86
Scott-Powell	Clayton, Del.	2.33	2.50	1.83	1.86
Abbotts	Coudersport, Pa.	2.23	2.28	1.92	1.96
Penn Cress Ice Cream Co.	Cresson, Pa.	2.36	‡2.76	1.93	1.97
Abbotts	Curryville, Pa.	2.31	2.37	1.93	1.97
Scott-Powell	Dagsboro, Del.	2.25	2.40	1.83	1.86
Highland Dairy	Doe Run, Pa.	2.51	2.65	1.93	1.97
Supplee-Wills-Jones	Duncannon, Pa.	2.36	2.52	1.95	1.99
Abbotts	Easton, Md.	2.38	2.46	1.83	1.86
Delchester Farms	Edgemont, Pa.	2.60	2.88	2.00	2.04
Turner & Wescott	Glenroy, Pa.	2.40	2.55	1.96	2.00
Philadelphia Quaker Maid	Goldsboro, Md.	2.10			
Abbotts	Goshen, Pa.	2.45	2.53	1.95	1.99
Supplee-Wills-Jones	Hagerstown, Md.	2.23	2.39	1.83	1.86
Supplee-Wills-Jones	Harrington, Del.	2.30	2.48	1.83	1.86
Strickler, Dean	Huntingdon, Pa.	2.29	‡2.65	1.93	1.97
Supplee-Wills-Jones	Huntingdon, Pa.	2.29	2.43	1.94	1.98
Harbisons	Hurlock, Md.	2.33	2.46	1.83	1.86
Nelson's Dairies	Jeffersonville, Pa.	2.50	2.88	2.00	2.04
Abbotts	Kelton, Pa.	2.47	2.55	1.96	2.00
Abbotts	Kempton, Pa.	2.45	2.52	1.95	1.99
Supplee-Wills-Jones	Kennedyville, Md.	2.30	2.48	1.83	1.86
Harbisons	Kimberton, Pa.	2.40	2.52	1.95	1.99
Martin Century Farms	Lansdale, Pa.	2.61	2.88	2.00	2.04
Supplee-Wills-Jones	Leaman Place, Pa.	2.40	2.57	1.96	2.00
Supplee-Wills-Jones	Lewistown, Pa.	2.31	2.45	1.94	1.98
Sypherd Dairies	Lyndell, Pa.	2.49	2.52	1.95	1.99
Harbisons	Massey, Md.	2.35	2.48	1.83	1.86
Supplee-Wills-Jones	Mercersburg, Pa.	2.31	2.45	1.94	1.98
Harbisons	Millville, Pa.	2.30	2.40	1.94	1.98
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.30	2.48	1.83	1.86
Supplee-Wills-Jones	Nassau, Del.	2.28	2.45	1.83	1.86
Scott-Powell	New Holland, Pa.	2.41	2.56	1.96	2.00
Abbotts	Oxford, Pa.	2.47	2.55	1.96	2.00
All Distributors	Philadelphia, Pa.	(see page 6)	2.88	2.00	2.04
Abbotts	Port Allegany, Pa.	2.23	2.28	1.92	1.96
Scott-Powell	Pottstown, Pa.	2.44	2.61	1.96	2.00
Supplee-Wills-Jones	Princess Anne, Md.	2.22	†2.37	1.83	1.86
Abbotts	Providence, Md.	2.40	2.49	1.83	1.86
Ziegler Dairy	Reading, Pa.	2.44	‡2.65	1.93	1.97
Supplee-Wills-Jones	Red Hill, Pa.	2.40	2.57	1.96	2.00
Breuninger Dairies	Richlandtown, Pa.	2.45	2.52	1.95	1.99
Sheffield Farms	Rising Sun, Md.	2.36	($2.36 for all milk in November)		
Harbisons	Rushland, Pa.	2.40	2.52	1.95	1.99
Scott-Powell	Snow Hill, Md.	2.21	2.34	1.83	1.86
Abbotts	Spring Creek, Pa.	2.20	2.24	1.91	1.95
Duncan's Dairy	Springfield, Pa.	2.55	2.88	2.00	2.04
Harbisons	Sudlersville, Md.	2.35	2.48	1.83	1.86
Billman & Stegmeier	Tamaqua, Pa.	2.65	‡2.76	1.93	1.97
Supplee-Wills-Jones	Townsend, Del.	2.30	2.48	1.83	1.86
Waple Dairies	Tyrone, Pa.	2.52	‡2.65	1.93	1.97
Supplee-Wills-Jones	Waynesboro, Pa.	2.31	2.45	1.94	1.98
Eachus Dairy	West Chester, Pa.	2.55	2.88	2.00	2.04
Blue Hen Farms	Wilmington, Del.	2.51	2.67	2.08	2.11
Clover Dairies	Wilmington, Del.	2.50	2.67	2.08	2.11
Fraims Dairies	Wilmington, Del.	2.54	2.67	2.08	2.11
Johnson Dairy	Woodlyn, Pa.	2.56	2.88	2.00	2.04
Silver Seal (Delaware only)	F. O. B. Farm	2.24			
Supplee-Wills-Jones	Zieglerville, Pa.	2.40	2.57	1.96	2.00

Secondary Markets

Lancaster Organizes On December 1

THE secondary market in the Lancaster area started functioning on December 1, at which time the marketing agreements of about 300 producers, supplying that market, were accepted and put into effect. The Market Committee has established a temporary office in the County Extension office and has engaged Charles E. Cowan, who has served as Inter-State field representative in Lancaster and parts of Chester County for several years, to serve as market manager. Mr. Cowan is serving on a part-time basis and devotes the rest of his time to his work as assistant director of the Inter-State Field Department.

Started in April

Plans for organizing the Lancaster market were started in April, at which time a meeting of producers from that section decided that the time was ripe for the producers supplying that market to work together. A membership campaign was started in July and by the end of October more than 300 producers, supplying the Lancaster market, had signed marketing agreements with the Cooperative. Another mass meeting of producers was held in October, at which time it was decided that operations should start as soon as arrangements could be made.

Several members of the Advisory Committee were elected at that time and arrangements made for a few sections not represented at that meeting to select additional members of the Advisory Committee. The complete Committee met early in November and elected from their number an Executive Committee of seven, three of whom are serving as a Sales Committee.

The officers of the Lancaster Inter-State Milk Market Committee are President, H. R. Metzler, Paradise; Vice-President, Walter E. Herr, Millersville; and Sec'y-Treasurer, H. H. Snavely, Willow Street.

The Advisory Committee

These three, together with the following, are members of the advisory committee:

John E. Forry, Lancaster, R. 5; Wm. Christie, Quarryville; Phares Landis, Lancaster, R. 5; J. E. McClure, Drumore; J. S. Shenk, Lancaster, R. 6; Raymond Rohrer, Lancaster, R. 4; Raymond Miller, Lancaster, R. 1; Norman Forney, Lititz; Max Clugston, Lititz; Samuel V. Becker, Lititz; Clarence Mellinger, Ronks; Adam E. Meyer, Lancaster, R. 5; Jos. Cutler, Drumore; Ross Barley, Lancaster, R. 6; Landis G. Becker, Lititz; and Harry Hershey, Lititz.

The sales committee consists of: H. R. Metzler, H. H. Snavely, and J. S. Shenk, and they, together with John E. Forry, William Christie, Norman Forney, and Walter E. Herr, constitute the executive committee for the market.

The sales committee, together with Manager Cowan, has been interviewing milk dealers in the Lancaster market, making the necessary arrangements with the buyers so the Cooperative can give the customary service to its members.

The marketing agreements of some producers in the area have not yet been accepted but will be as soon as arrangements can be made with the buyers of their milk for extending service to those producers and collecting the commission.

Sign-up work in the area is continuing and it is felt that, in many cases, a larger sign-up of producers supplying several buyers will assure complete cooperation on the part of those buyers.

WILMINGTON

The Wilmington Marketing Committee, through the Cooperative, has taken over the hauling of the milk to the two largest dealers in the Wilmington market. Contracts have been let for this hauling, which give the producers a saving of 5 cents per hundred pounds on all truck routes except one where the rate was previously in line with costs.

The members who supply one of these dealers were paid directly by the Cooperative for their milk in November. The Cooperative issued and delivered the checks so that the members received them on the regular day. This action was necessary because the buyer of the milk had declined to deduct Cooperative commissions and hauling charges.

An agreement was reached with the other dealer to haul the milk on his own trucks under contract with the Cooperative, also to allow the Cooperative to check on his purchases and sales in order to determine that the percentages in each class were correct. He has agreed to supply each producer with a daily weigh slip and to notify the Marketing Committee at least seven days before discontinuing any member.

The Wilmington market has been short of milk of recent weeks. Several producers supplying manufacturing or New York markets were transferred to the Wilmington market through the efforts of the manager and committee.

Two small Wilmington dealers were closed because of constable sales, the members shipping to them being cared for by the Cooperative.

ALTOONA-HUNTINGDON

Some dealers in the Altoona-Huntingdon area are short of milk, while others have more than their needs require. This surplus gave some trouble as dealers were hesitant about storing cream with the high prices then prevailing.

The proposed level production plan has been talked over with producers at several meetings and plans are being developed to present this to the milk dealers for their study and approval.

With the plentiful supplies of milk there has been some trouble with producers being laid off, especially when their sanitary conditions are not of the best. This has had a disquieting effect in the market.

The marketing committee now meets once each month rather than bi-monthly as formerly.

SOUTH JERSEY

The manager has given considerable help recently to producers who have had milk rejected. Laboratory tests have been made on this milk and every effort made to help the producers find and correct the trouble. New markets have been found for a few producers and additional members are being signed up regularly.

Inspectors from the Newark market laid off several producers during November and these members were re-instated with the help of the Cooperative as quickly as they could meet requirements.

Committees have been appointed to work out plans for determining norms, these being submitted to the dealers and, when agreed upon, to the Control Board for approval.

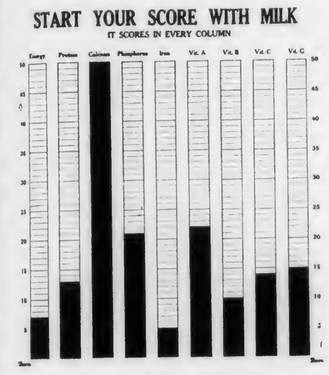
The Advisory Committee of the South Jersey market met on December 17. This committee consists of the delegates from the locals and

(Please turn to page 13)

How Important Is Milk?

Dairy Council Develops Food Scoring Charts

DO YOU want to know just how important milk really is as a food to you, your family, your neighbors to everyone? And what part other foods in our everyday meals play in the task of operating the human machines which are our bodies?



The shares of each important food material in one quart of milk.

The Dairy Council whose educational program has done so much to bring accurate food facts to our urban consumers has recently published an unusual set of educational material. For perhaps the first time, a method has been devised by which any interested person, young or old, may sit down and build for him or herself a clear visual picture of just what sort of diet that individual is actually securing; whether it is adequate or inadequate; too much of those elements which may encourage overweight or too little of others necessary for maintenance of sound teeth, etc., etc.

Scoring Charts

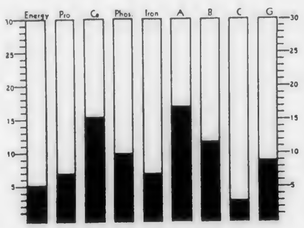
The set of materials, "Score Your Foods", consists of (1) a wall chart entitled, "Start Your Score With Milk" which shows the remarkable contribution which milk makes towards meeting the total daily food needs; (2) a set of 7 sheets showing scores of individual foods, or a total of 112 scores; and (3) an eight-page booklet of illustrations to teachers, "Suggestions for Using Chart and Cards in Food Scoring".

Although this material has only been off the press for a few weeks, purchase orders for sets have been coming into the Dairy Council office in Philadelphia from many important health and public groups such as the following:—State Department of Health and Welfare of Maine; Public Library of Newark; Board of Education of New York City; and the Agricultural and Home Economics Extension Service of Maryland. In the Philadelphia area, sets have been purchased among others by the Home Economics Department of the Philadelphia Public Schools, by Superintendent of Schools for all 4th and 5th grade teachers in the Lansdowne School District and many of the school nurses of Philadelphia.

Build Around Milk

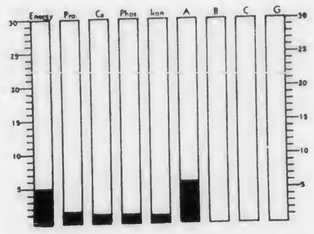
Milk is the foundation around which all other foods in the diet should be built. You will appreciate the importance of this fact in the wall-chart reproduced here showing that milk "scores in every column".

In the two other charts reproduced on this page you will see a comparison between the actual food value secured from the type of breakfast with which so many of our young people tend to start to school (right) and one which makes a proper contribution towards their food needs. The inadequate breakfast as shown scored consists of a buttered roll with jam and coffee; while the more proper breakfast, also scored, is that of fruit in season (prunes, oranges, etc.), buttered whole wheat toast and hot milk or cocoa. The scant items of rolls or toast and coffee is typical of that known as "The European Breakfast". It is the desire of those who are concerned with good health not only for growing boys and girls, but the public in general, to stress the importance of a good "American" breakfast which many Americans, incidentally, do not take sufficient pains to procure.



The "score" of a good but light American breakfast consisting of fruit, wholewheat toast, butter, hot milk or cocoa.

Sets of this new food scoring material are being distributed at cost for 25c each from the Dairy Council office, 20th and Race Streets Philadelphia, but where orders must be mailed, requiring packaging and postage, the cost is 40c per set.



The "score" of a typical European breakfast consisting of white roll with butter, coffee with sugar and cream, and jam.

●

Householder Will Direct Holstein Extension Service

The Holstein-Friesian Association of America has just announced the appointment of Glen M. Householder of Madison, Wisconsin, as director of all Extension activities to be undertaken by the Association. His offices will be in Madison.

Mr. Householder has been General Farm Supervisor for the State Board of Control of Wisconsin for the past fourteen years and has had charge of the herds of Holstein cattle maintained at Wisconsin's charitable and penal institutions. These herds number more than sixteen hundred head of pure bred Holstein-Friesian cattle and produce approximately one million pounds of milk every month.

●

New Jersey Short Course

A one-week course in milk testing will be offered at the New Jersey College of Agriculture, February 7-12. The following two weeks, February 14-26, a course will be given in the practical and theoretical phases of ice cream making. No tuition fee will be charged New Jersey residents.

Many of the political speakers who make addresses over the radio should be taken off the ether and put under it.

In order to cooperate we must so do our work that the other fellow can cooperate with us and enjoy it.

Cooperatives Need Reserves

Derrick Discusses Plan at Annual Meeting

THE need for adequate reserves in any cooperative enterprise appeared to occupy an important place in the current of thought throughout the entire annual meeting. In addition to the comments on this important subject included in the report of our general manager, our credit department, and the guest speaker, John Brandt, some important points were covered in the few remarks made by B. B. Derrick, manager of the Maryland and Virginia Milk Producers' Association, which operates in the Washington, D. C., market.



Making hay means hard work on a hot summer's day but the reward is reaped in the winter when good home grown hay keeps down the cost of milk production. Picture by Frederick Gadow on farm of W. F. Gadow, Preston, Maryland.

Sign of Conservatism

Mr. Derrick said that ten or fifteen years ago many considered it dangerous for a cooperative to have a large reserve because of the danger of the board of directors squandering this money. However, he said, "If you will show me a cooperative association with a strong reserve fund, I will show you a management that is conservative. They have had to be conservative because reserves in cooperatives are the same as reserves on individual farms. They do not 'just happen' but are a result of a planned procedure."

An important reason for the failure of 12,000 cooperatives during the past 36 years is, in Mr. Derrick's belief, the lack of adequate reserves. He said that a lack of reserves is likely to make the management take reckless chances or make them fearful of their ability to do a job in which case they would hold back and miss out on opportunities to help the members.

Commands Respect

A reserve fund was compared directly with an insurance policy. He said, "We find that insurance that is carried by either a cooperative or an individual is in a direct ratio with its responsibility. We find that the individual that carries no insurance has very little if anything to protect. The individual with high assets carries a lot of insurance because he has a lot at stake to be protected.

"I believe we can gain the respect of our buyers with a good reserve fund. I do not believe in the violent method of batting our buyers to insensibility. We cannot do that and still continue as a bargaining organization. However, I do believe that these same buyers will have a greater respect for us if we have a reserve fund that makes us capable of carrying out our program."

Mr. Derrick continued by a reference to banking principles in which he stated that the ability to handle a reserve fund greatly strengthens the prestige and credit of an organization and should there be any occasion or need to borrow money, the ability to handle money is already demonstrated.

In discussing the situation in Washington, he said, "If all of our distributors were to go broke at one time, we would still be able to pay for one month's milk."

Set Up On Revolving Basis

A reserve fund, according to the speaker, should be set up on a revolving fund basis. He said, "The Washington organization is revolving its fund every six years. In other words, the 1931 unspent reserve was paid back this year and next year we will pay back the unspent reserve of 1932. If a producer jumps his contract, he loses what he has paid into the reserve fund. The reserve fund is entirely in the hands of the board of directors and can be voted back at the end of the six-year period, or the board can spend all the reserve fund in one year if it is necessary to protect the market.

"I believe the time to accumulate a reserve fund is all the time. It should be accumulated at a greater rate during good times because it is hard to accumulate during bad times."

"Fights That Don't Happen"

Mr. Derrick expressed the opinion that the reserve fund has brought the producers of the Washington market closer together and that the producers would not stand for the paying back of the reserve fund.

He closed his talk by saying, "Many of the fights that never happen are the best fights of all. We should keep that in mind and work with the distributors on a good sound financial basis whereby we will be able to carry out our part of the bargain."

●

Deeper Creamline Hard On Dairymen

Whether the trend toward milk with a deeper creamline reflects a change in consumer demand is debatable, says A. I. Mann of the department of animal husbandry at Cornell, "but the trend indicates a serious problem for the dairy farmer."

Competition for sales among dealers in city markets, according to some investigators, has been more responsible for higher-testing milk than has been the preference of the consumer. These investigators say that competition for customers became more acute during the depression, and dealers began to emphasize richer milk. To provide this, farmers were virtually compelled, because of the surplus milk market, to produce milk with more butterfat, and therefore with a deeper creamline.

The answer of many dairymen was to adopt cross breeding. Serious results may accrue in the future from this practice, says Mr. Mann. These and future generations of calves born into the herd will show undesirable results of cross-breeding and will lack uniformity of type and production.

Elbow grease wisely expended in the milkhouse, on the utensils, and about the barn greatly improves the quality of milk.

Hold Pittsburgh Hearing

Dealers' Costs Scrutinized

RECENT developments in the Pittsburgh area are likely to bring about a crisis in milk control in Pennsylvania. This has resulted from the action of about 30 Pittsburgh dealers who went to a Dauphin County judge and obtained a supersedeas, which had the effect of the Court setting milk prices at a level different from that decreed by the Control Commission in its orders.

Court Cut Price

Pittsburgh, with a 13 cent retail milk price, had carried a $3.25 Class I price to producers for 4 percent milk. The October first Control Commission order reduced this to $3.19 and the supersedeas issued by the court reduced the price another 27 cents, to $2.92 per hundred pounds. It is understood that this supersedeas will be in effect until such time as the costs of the distributors are determined.

In the meantime, the dealers who obtained the supersedeas are being asked to post a bond with the court to cover the difference which means that the producers are being paid at the lower price and whether they will get any or all of this $.27 per hundred taken away by the court will be determined according to the cost of distribution as may be established later.

A few dealers who are not a party to the supersedeas, it is understood, are also paying the price as set by the court and putting the difference into a special fund, to be paid only if the court's order is overruled.

A Battle of Counsel

The Milk Control Commission called a hearing at Pittsburgh on December 17, for the purpose of determining the cost of distributing milk in the Pittsburgh area. This hearing continued for 4 days, then was recessed until after Christmas. It was reported to have been marked with bitter attacks through counsel for the interested groups. The hearing was intended, primarily, to obtain facts and figures to enable the Control Commission to issue a new order which would displace the court's supersedeas and establish a price which the facts would warrant. Efforts to compromise the differences of opinion failed, with the result that the hearing resolved itself into a sparring match between the groups involved.

The witnesses called by the dealer group confined their testimony entirely to the cost of distributing Class I milk. Their testimony as to cost was based on their own figures as to property valuation, depreciation and similar items. When this was presented at the hearing the soundness of the figures was challenged and it was insisted that all costs be revealed and, if necessary, engineers be engaged to value the property of the milk distributors involved. It was clear that out of the hearing would come a demand for full and complete information on every phase of the cost of distribution.

It was also stated as possible that out of the findings would come a necessity of setting a producer price lower than the present Control Commission order so as to give dealers their cost of operation. The milk control law prevents discrimination and is sometimes interpreted as making unlawful any order which might force a milk dealer, however inefficient, out of business.

Cost Accounts Needed

If such an interpretation should be placed upon the law, it is felt that the only recourse left to producers is to take similar court action and see that they get "cost of production". This would require accurate, fool-proof accounts showing the cost of operating a dairy farm.

A careless ten minutes can easily spoil a can of otherwise good milk.

Join the Picture Contest

Open to members of the Inter - State Milk Producers' Cooperative and members of their families.

One dollar was paid for the pictures reproduced on pages 10, 11, and 12, and five dollars for the picture on the cover. These rates will be paid members who submit pictures which we use in the REVIEW.

Look over your snapshots; pick out the ones that have an interesting subject, an attractive background and clear sharp outlines. Send them in, giving enough information to identify them, including your name, name of subjects in picture and anything else that will be of interest.

We want to use pictures in the REVIEW *and will favor those supplied by our own members whenever possible.*



Sons of R. S. Clark, county agent of Huntingdon Co., holding twin Guernsey calves of N. E. Black, Alexandria, Pa.

Federal Order Requested

(Continued from page 2)

in order to show the need for Federal regulation and, on the basis of the facts thus found, the hearing will proceed. Prices included in any Federal agreement or order will be set according to facts as determined after careful study. If, as hoped, concurrent orders are issued by the AAA and the state control agencies, the Class I price will be uniform to all producers supplying Philadelphia with milk, with differentials, of course, for freight, Grade A bonuses, etc. Likewise, prices in other classifications will be uniform.

The proposed level production plan must also be considered in connection with the Federal regulation. Here, again, the Federal order must be uniform with state orders so as to put all producers in the milk shed on the same basis.

The administration of the concurrent orders, it is hoped, will be placed under one head and with the arrangements contemplated it is expected that cost of administration will be relatively low.

We stamp our own values upon ourselves and cannot expect to pass for more.

Maudine: "Oh, what a pretty cow in that field!"

Cartmil (an artist): "Nonsense, my dear. That cow is all out of proportion. Why, I can draw a better cow than that myself."

—*Pathfinder Magazine.*

If boarder cows were leopard cats
And sprouted claws and spots,
The farmer'd get his shotgun out
And gun 'em full of shots.
But boarder cows are much too wise
To show their natures true,
They'll eat you out of house and barn
And still want cud to chew.

—*Feed Bag*, Milwaukee, Wis.



Returning from the creamery on the Gaspe Peninsula, Quebec, Canada. Picture by Mrs. H. E. Jones, Jr., Chester Springs, Pa.

Outlines Rights of Co-ops

LAST August a bill was introduced in the Congress by Representative Herman P. Kopplemann of Connecticut and supported by many Congressmen from dairy states, to establish the rights of dairy cooperatives. This bill is modeled in some respects after the Wagner Labor Act and would extend to cooperative dairy organizations and their membership the same protection from corporate or other influence as is guaranteed to laborers and labor unions.

The bill outlines the rights of cooperatives and the right of agricultural producers to work together for their mutual benefit. It would prevent interference with such group activity and make interference of any kind an offense punishable by law.

The bill also provides that a group of cooperatives may work together as a bargaining agency, representation on such an agency to be according to membership in the member cooperatives.

Lists Unfair Practices

The bill states that "It shall be an unfair practice for a distributor of or dealer in milk and milk products . . . directly or indirectly, or through his or its officers, employees, agents, or haulers, to discourage membership or shareholding in or patronage or contractual relations with any cooperative association of milk producers, or with any milk producers' bargaining agency; to dominate or interfere with the formation or operation of any such cooperative association; or to participate in or assist in the formation, supervision, or administration, or operation thereof, or to contribute financial support thereto . . ."

The wording of the bill is such as to strive for a two-fold result. It would prevent any dealer from interfering with the organization of, or prevent a producer from joining, a cooperative. It would also prevent a dealer from fostering a cooperative which might be organized to further the dealer's own interests. It would prevent a dealer from, in any way, controlling or influencing the management of the cooperative.

The bill also provides that dealers and the cooperative or its officials may meet for the purpose of bargaining and that any such bargains shall not be considered as in restraint of trade.

Your Cooperative guarantees a market for your milk.

The Milk Producer's Creed

I am a dairyman and produce milk to make a living. While engaged in my daily work, there is constantly in my mind the thought that I am rendering a vital service to humanity by producing a food that is universally recognized as essential to the health and vigor of practically every man, woman, and child.

If our race is to thrive, we must have strong minds and bodies. Consequently, there rests upon me the responsibility of making sure that the quality of this health-promoting food that is produced on my own farm is as nearly beyond reproach as it is possible for me to make it.

I realize that milk is produced under conditions that may expose it to many possible contaminations; and that the same elements that make milk such an ideal food for man, likewise make it an ideal food for the bacteria that get into it. Therefore, carelessness in handling on my part, means that the milk may be undesirable in flavor, sour, or actually dangerous to health. Carefulness in handling means safe, pure milk.

I want whoever drinks the milk produced by me or whoever eats the products made from it, to come back for more.

My motto is—Full measure and purity at any price.—*From the Jersey Journal via the Maryland Herd Improvement Association News Letter.*

Have You a Friend

Who was a member of the old Inter-State Milk Producers' Association and who has not yet had his stock certificate redeemed?

We should like to have you call to his—or their—attention that this stock will be redeemed at full par value and with no red tape. Instruct them to fill out the blank on the back of the certificate, sign and have a witness sign also, and send it to Inter-State Milk Producers' Association, 401 N. Broad St., Philadelphia.

If the stock was owned by a person now deceased, this stock, too, can be redeemed. Have the executor or administrator of the deceased's estate get in touch with the Association.

(If the stock certificate is lost a blank form will be supplied for requesting the redemption)

Do this—It will help your friends

Secondary Markets

(Continued from page 8)

an additional member from the producer group supplying each dealer in the market.

The Executive Committee elected by the Advisory Committee consists of: Frank Pettit, Woodstown; C. Harold Joyce, Medford; J. Willard Gardiner, Mullica Hill; and Albert Stafford, Bridgeton, representing Salem, Burlington, Gloucester, and Cumberland Counties respectively.

Officers of the committee are Frank Pettit, president; C. Harold Joyce, vice-president; Arthur L. Waddington, Bridgeton, secretary; and the Inter-State Milk Producers' Cooperative, treasurer.

The committee gave final approval and adopted the by-laws for the secondary market.

TRENTON

The Trenton Marketing Committee continues to meet at the manager's office at 2:00 P. M. on the last Wednesday of each month. This meeting is preceded by a meeting with the Castanea Dairy Company at 10:00 A. M. on the same day, at which any misunderstandings or new plans to be taken up with the dairy company are discussed.

Sign-up work is continuing and it is expected that the producers supplying several additional dealers will be accepted as members at an early date. In a few instances another three or four producers will supply the number of members set as the deadline for acceptance of all agreements of producers supplying that dealer.

The marketing committee at a meeting on December 29 re-elected Wm. J. Lauderdale chairman of the executive committee; Eugene Stapler, vice-chairman; H. H. Fisher, secretary-treasurer; Frederick Shangle, market manager.

●

YOU Might Be Next

Just recently in one of the counties a *nice, gentle,* two-year-old bull, running in the barn yard with the cows, wanted to play. Not having any sheep or pigs running in the yard to play with, thought of his owner, who just at that moment started to drive the cows into the barn. The bull went up to the farmer, gave him a gentle bull poke in the ribs, knocked him down and then, fortunately for the owner, butted him under the fence. After grumbling about his lack of foresight in pushing the man under the fence, the bull kicked up his heels, took two turns around the straw stack to scratch his back, and then amused himself by butting the barn door.

The first thing the owner did after getting over his bruises and four broken ribs, was to build a safe and sane bull pen. Better build yours before going to the hospital.

Secure plans from your County Agent.

Yours for *safe* bull keeping—"Uncle Jerry".—*Maryland Dairy Herd Improvement Association News Letter.*

"Would you give ten cents to help the Old Ladies' Home?"

"What! Are they out again?"

—*Kablegram*

Handle all your milk as you would if feeding it to your own infant child.



There is a
BEACON
Dairy Feed
for **EVERY** *Feeding Condition*

YES, you get more milk when you feed Beacon for the same reason that you get more mileage from high test gasoline. It's quality that makes the difference. Every ingredient used in Beacon Dairy Feeds is of first grade. And every formula reflects a thorough knowledge of the nutrition of milk production.

Beacon Dairy Rations are made for every feeding condition.

Beacon 18, 20 and 24 per cent rations—to be used as complete concentrate rations.
Beacon 24 and 32 per cent rations—for supplementing home grains.
Beacon Fitting Ration—for dry cows, heifers, and the herd sire.
Beacon Calf Pellets and Beacon Calf Grain—for growing the young calves.

Let us help you select the Beacon Dairy Feed best suited to supplement your roughage and feeding conditions for maximum profit.



THE BEACON MILLING COMPANY, INC.
Cayuga, New York

BEACON *Dairy Feeds*

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

"ELECTRIC MILK COOLERS $99.50. WATER SYSTEMS $36.50. Thousands in use. Write for name of nearest Dealer or User and save half. Dept IR. COMMERCIAL REFRIGERATION CO. INC., Rochester, N. Y."

Tramp: "Could you give a poor fellow a bite?"

Housewife: "I don't bite, but I'll call the dog." —*Awgwan.*

CCC Foreman: "See here, buddy, that other fellow is carrying two logs when you're only moving one. What's the matter with you?"

Buddy: "That fellow's too lazy to go twice." —*Kitty Kat.*

Butter Prices Show Weakness

With storage stocks of butter 12 million pounds below last year, the price of New York extras (92-score) dropped from 40.5 cents per pound on December 20 to 35.5 cents on December 27. Milk production in the United States on December 1 was about one percent below a year ago in contrast to four percent below on November 1.

Milk production during November, 1937, in Inter-State territory was up 3.49 percent or six pounds per day per producer over November, 1936, but was down 12 pounds or 6.32 percent compared to October, 1937. These data are based on approximately 6,500 producers. At the same time, November fluid milk sales in 136 leading markets of the United States, according to the Milk Research Council, were 3.4 percent greater than during November, 1936.

On the basis of reports issued by the Market News Service, U. S. Department of Agriculture, fluid milk receipts at Philadelphia were 16,135 cans (40-quart) greater during November, 1937, than November a year ago. On a percentage basis this indicates an increased usage of fluid milk in the Philadelphia area of 2.75 percent over November, 1936.

Cream receipts as reported by the bureau for the first four weeks ending in December were 5,366 more cans (40-quart) of 40 percent cream than during corresponding weeks of 1936. The four-week total was 14,553 cans. In 4 percent milk equivalent this equals about 12 million pounds of fluid milk. During the first four weeks ending during the month the range of average prices of Pennsylvania approved cream was $19.50 to $20.50 per can. This would mean a price of from $2.36 to $2.48 per hundred pounds of 4 percent milk. However, latest advices indicate that cream prices have experienced a decline during the latter part of December, probably due, in part, to sympathy with butter prices, heavier milk production and the usual after-Christmas lull.

Feed prices according to the table on page 15, indicate slight changes in December compared to November, but considerably below December, 1936. Compared to a month ago, the price of 16 percent mixed dairy ration, gluten feed and linseed meal ranged $1 to $2 a ton higher, while wheat bran and cottonseed meal were about $1 a ton lower, other feeds remaining almost unchanged.

The supply of feed crops, according to the United States Department of Agriculture, Bureau of Agricultural Economics, will be "more than sufficient in most of the important feeding areas of the Middle West". The report says: "Larger supplies of feed grains per animal are expected to result in heavier feeding of livestock now on farms, and an increased production of hogs, fat cattle, and dairy and poultry products. But even after allowing for this increased feeding, the carryover of feed grains, especially corn, at the end of the 1937-38 marketing year may be well above average." Evidently we can look forward to more than temporary relief from the high feed prices we were accustomed to paying during the 1936-37 feeding season.

Evaporated milk production as reported to the Bureau of Agricultural Economics was approximately 91 million pounds during November, which was 29.3 percent less than a year ago. Storage stocks on hand were 60 million pounds less on December 1, 1937, than a year earlier. The November price for 3.5 percent milk to farmers delivering their milk to evaporators was 7 cents a hundred pounds higher than November, 1936, or $1.71. This price was 6 cents higher than October, 1937.

Both butter and cheese production continue below last year, while consumption of these two products shows a slight increase. The increased butter and cheese consumption has helped decrease the storage stocks in this country, and some of the extra consumption is reflected in larger importations from foreign countries of both butter and cheese.

(Butter prices dropped further to 34¾ cents on December 31.)

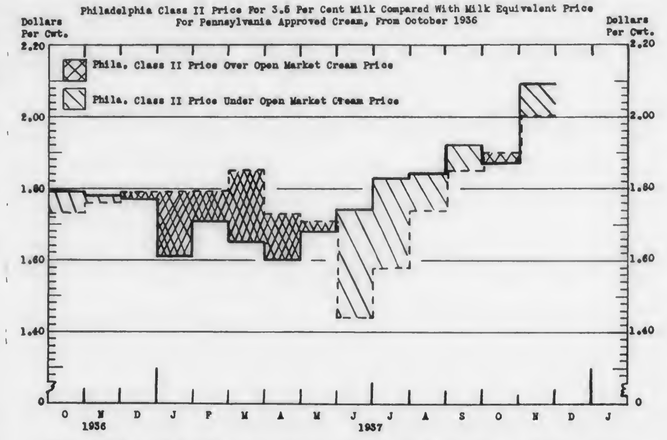
DECEMBER, '37 BUTTER PRICES

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	40¼	39¼	38¾
2	40½	40	39
3	41	40½	39½
4	41	40½	39½
6	41	40½	39½
7	40½	40	39½
8	41	40½	39½
9	41	40½	39½
10	40½	40	39
11	40½	40	39
13	40½	40	39
14	40½	40	39
15	40½	40	39
16	40½	40	38½
17	41	40½	38
18	40	39½	38
20	41	40½	37½
21	40	39½	37½
22	39	38	34
23	37½	37	34½
27	36	35½	34
28	36	35½	33½
29	35¼	34¼	33¼
30	35	34½	32½
31	35¼	34¼	32½
Average	39.41	38.89	37.34
Nov., '37	38.54	38.07	36.98
Dec., '36	34.82	34.24	33.11

Sally: "How did you lose your job with the Swank Dress Shoppe?"

Ann: "Just for something I said. After I tried 30 dresses on this woman, she said, 'I think I'd look nicer in something flowing!' I asked her why she didn't go jump in the river."

Nothing is easier than fault-finding; no talent, no self-denial, no brains, no character are required to set up in the grumbling business.
—*Robert West.*



The dotted line shows the price of Class II milk, as set by the Pennsylvania Milk Control Commission, from October, 1936, through November, 1937. The solid line shows the average price of Pennsylvania approved cream (3.5 percent milk value) as reported by the Bureau of Agricultural Economics, U. S. D. A. The heavily shaded areas show when Class II price as set by the Milk Control Commission has favored producers, the lightly shaded areas show when the Class II price favored distributors.

Butter Prices During 1936-37



The ups and downs of butter prices during 1936 and 1937. The price of butter determines the price of Class II and Class III milk.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of November, 1937:

Butterfat Tests	4010
Plants Investigated (first half Nov.)	28
(second half Nov.)	35
Calls on Members	682
Quality Improvement Calls	13
Herd Samples Tested	131
Brom-Thymol Tests	32
Microscopic Tests	32
Membership Solicitation Calls	159
New Members Signed	25
Educational Meetings	8
Attendance	258
Local Meetings	12
Attendance	231

Tour To Farm Show

Mercer County, New Jersey, farmers are organizing a special train to the Pennsylvania Farm Products Show. This train leaves Trenton at 8:31 a.m. on Wednesday, January 19. Guests may return any time that week. For details get in touch with County Agent A. C. McLean.

The best way to kill time is to work it to death.

He who talks without thinking runs more risk than he who thinks without talking.

Will Promote Grade "A"

A movement is now under way to organize a national association for promoting Grade "A" milk. This activity centers around the Philadelphia and New York milk markets as these are the two large markets in which Grade "A" milk, as known by the standards enforced here, is an important factor.

Producer groups in New York have been making a study during the past year of the Grade "A" situation in that area.

The plan is to set up a corporation for the express purpose of promoting the sale of Grade "A" milk and of improving the quality of this milk in any way practicable. It is suggested that this work be supported by means of contributions from producers and dealers of about one-half cent each per one hundred pounds of milk.

The extra quality of Grade "A" milk is recognized and the need for special promotion is sensed if it is to retain its rightful place in these markets. Both dealers and producers, it is believed, will benefit by extending the demand for Grade "A".

Lady: "I wouldn't cry like that, my little man."

Boy: "Cry as you please; this is my way."

Feed Price Summary for December, 1937

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	Dec., 1937 ($ per T.)	Nov., 1937 ($ per T.)	Dec., 1936 ($ per T.)	% Change Dec., 1937, compared with Nov., 1937	Dec., 1936*
Wheat Bran	30.50	30.51	41.45	− .03	−26.42
Cottonseed Meal 41%	36.58	36.47	45.17	+ .30	−19.02
Gluten Feed 23%	33.66	32.53	41.59	+3.47	−19.07
Linseed Meal 34%	48.54	46.68	48.80	+3.98	− .53
Corn Meal	31.69	32.58	46.21	−2.73	−31.42
Mixed Dairy Rations: 16%	33.96	32.91	38.67	+3.19	−12.18
24%	38.35	38.18	45.61	+ .45	−15.92
32%	41.18	41.33	49.71	− .36	−17.16
Brewer's Grains	32.81	32.95	.....	− .42	.....

* Mailing list revised January, 1937, therefore comparisons are not made on same dealers.

Dr. Naylor's
MEDICATED
TEAT DILATORS
The only *soft surface* dilators. Fit large or small teats, do not overstretch or tear. Dr. Naylor dilators are sterilized, medicated, saturated with healing ointment. They carry the medication INTO teat canal, keep teat OPEN while tissues heal. Safe and dependable for Spider, Scab Teats, Cut & Bruised Teats, Obstructions. Easy to insert. Stay in the teat. Accept only genuine Dr. Naylor dilators.
LARGE PKG. (48 Dilators).....$1.00
TRIAL PKG. (18 Dilators)..... .50
Ask your dealer or write for folder of other Dr. Naylor Dependable Veterinary Products.
H. W. NAYLOR CO., MORRIS, N. Y.

Clipper Headquarters
CLIPPER BLADES SHARPENED
Enclose 50¢ with each set of blades mailed. Satisfaction guaranteed. Prompt service.
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Dept. D 119 North Sixth Street Philadelphia

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PRINTER
WEST CHESTER PENNSYLVANIA

Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

New Jersey Farm Bureau

The public is invited to attend the annual meeting of the New Jersey Farm Bureau which will be held at the Woodrow Wilson Hotel, New Brunswick, on January 7.

This is the nineteenth annual convention and it will convene at 10 a.m. with reports of officers and committees. The afternoon session will emphasize marketing problems. The meeting closes with a banquet, followed by entertainment, at 6:30 p. m.



SHE'S A COW that has been doing a good job of milk making! Now she's dry. But don't make a mistake in thinking that she's resting. *Actually, she's doing a bigger job —building two-thirds or around 60 pounds of her calf.* It's the most important time in the cow's year. Her whole system has changed from that of milking to making a calf. . . . She needs different feed for this new job. This is the reason Purina research developed Dry and Freshening Cow Chow. *Rich in minerals, high in bone and muscle building, laxative, palatable* and low in milk making, it's especially fitted to the dry cow's needs. It gives her what she needs to build her calf and to freshen without trouble. Feed Dry and Freshening Cow Chow to your dry cows and have the satisfaction of seeing at freshening time: (1) *healthy udders* (2) *vigorous calves* (3) *and cows conditioned to milk better than ever before.*

PURINA MILLS, 854 Chest[illegible], St. Louis, Mo.

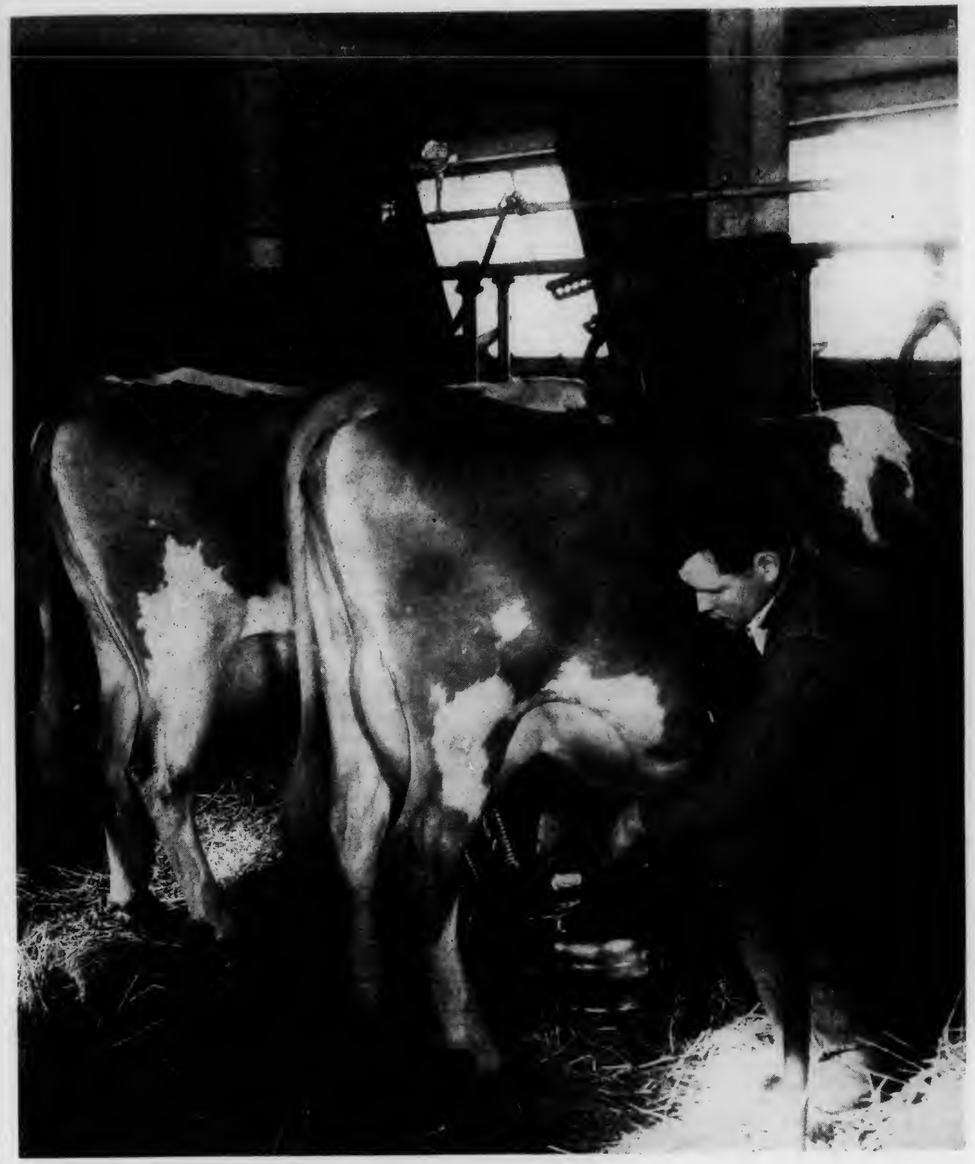


Library,
Dept. of Agr. Economics,
Cornell University,
Ithaca, N. Y.

INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philiadelphia, Pa., February, 1938 No. 10



An Answer to the Wage Problem

"Level Production" Developments

As the Review goes to press there has been no date set for a hearing on the proposed level production plan. It is hoped that such a hearing can be held sometime during February and it has been indicated that the Pennsylvania Milk Control Commission will hold such a hearing independent of the Federal hearing on prices.

The Milk Control Commission has been handicapped through its work at Pittsburgh, where it was tied up in hearings for 18 days during the period from December 17 to January 18.

Possible Delay Seen

With the plans to obtain a Federal agreement or order for the Philadelphia market, we are faced with the need of having both the Federal and state orders uniform as to any level production plan. For that reason this feature must be included in any Federal order that many be made and this is a possible cause of delay in obtaining some plan to replace the present straight utilization system.

It is also apparent that producer sentiment is not wholeheartedly in favor of starting a level production program at this time. It is quite certain that a majority would favor such a plan but, for its success, this majority should be very substantial. The producers who have attended meetings where this was discussed have indicated their desire for the plan, as also did the delegates attending the Inter-State annual meeting in November. However, many producers were not reached through these meetings.

Appears to Be Best Plan

It seems to be felt by many that the proposed plan is somewhat complicated. This has been given serious consideration in the development of the plan and every effort made to simplify it whenever possible. Many have recommended that other plans be adopted but such plans as have been proposed all have vital objections which will react to the detriment of many individual producers. The proposed plan, although not so readily understood, has the merit of establishing quotas according to each person's ability to produce uniformly throughout the year.

It is probable that when a level production plan is established, if on an optional basis, many buyers will greatly prefer that all their producers supplying them choose one or the other alternative. This is true because of the extra bookkeeping which might be required and which may be difficult for the smaller buyer to perform. It seems certain that the first year a level production plan is in effect it will be on trial with many producers and dealers holding back to see how it works with those who try it.

It seems that one benefit of a more level production which has not been emphasized as it should be, is the more efficient trucking which should be possible. Level production among the producers would give more uniform truck loads throughout the year and thereby should hold down trucking costs.

Latest developments on this plan will be given in the March and later issues of the Review.

Federal Hearing Soon

The date for the joint hearing on the proposed Federal-State marketing order for the Philadelphia milk market has not been set, although it is probable it will be held in mid-February.

Delays have been encountered in establishing a date because of the necessity of collecting data for presentation at the hearing and the conflicting activities of the Pennsylvania Milk Control Commission and the Dairy Section of the AAA. The former has been occupied with a hearing in the Pittsburgh market, while the Federal dairy specialists have been involved in controversies arising out of the Federal milk marketing order in the Boston market.

Order Will Be Discussed

The proposed order will be developed as much as possible before the hearing and its important provisions will be discussed when the hearing is held. Additional data may be presented at that time and the proposed order will be amended according to developments at the hearing.

A thorough study of pertinent facts is being made and the order will be based on the information thus obtained. Producer prices will be considered, both f.o.b. Philadelphia and at receiving stations. Uniform producer prices, with mileage differentials, for the entire milk shed is the object of the proposed concurrent Federal and State orders.

The order will cover producer prices on all classifications. It is probable that not more than three prices will apply—Class I for fluid milk, Class II for milk used for cream, and Class III for milk used for manufactured dairy products.

A certain lapse of time between the hearing and the effective date of the order will be essential in order to make any changes in the proposed order and to give producers and buyers an opportunity to adjust themselves to its requirements. A Federal order will not cover consumer prices and it is not likely that any state order issued in connection with the Federal order will change present retail prices.

Every effort will be made to make the new order effective before the spring flush of production is reached and indications point to accomplishing this purpose.

We learned just before going to press that articles have been appearing in newspapers outside of Philadelphia stating that the farmers of various Pennsylvania counties will get an increased income through the proposed Federal milk marketing order. These reports are likely to raise false hopes for a rise in Pennsylvania prices which can be set only by the Pennsylvania Milk Control Commission.

These articles give an impression that an agreement had been reached a year ago to the effect that dealers would pay the same price on out-of-state milk as for Pennsylvania milk and that this alleged agreement was broken. No such agreement was made or broken.

The Cooperative Fruit Growers of Adams County, Pa., now has a membership of 43 growers, with a waiting list. The association handled more than 225,000 bushels of apples and peaches during 1936 and more than a trainload of fertilizer, spray material, and other orchard supplies for its members.

Two colored boys were reclining in their shack.

"Is it rainin'?" asked one.

"Dunno," replied the other, "too tired to look."

"Well send the dawg out then," suggested the first, "and see if he comes in wet."

Our Boys and Girls

These winter months are planning months on our farms. This truth applies with full force to the members and the great staff of leaders—state, county and local—of our boys and girls 4-H clubs. It applies with equal force to the thousands of vocational agriculture students and to members of Future Farmers of America and their teachers and supervisors. This planning applies not only to 1938 but to the entire life span of our rising generation.

Agriculture has not reached parity with industry. We can not expect it to do so unless we succeed in keeping our most intelligent boys and girls in the field of agriculture. Competition for a successful place in industry is becoming more keen every day and there is much room for a successful career in agricultural endeavors.

It is in the wholesome activities represented by our Future Farmer and 4-H club movements that we can make farm life attractive to our young folks and make a happier family and home life. These activities give our boys and girls essential and practical training, directing them toward rural leadership which is today the great need among our farm people.

I hope, therefore, all our members will give serious consideration to encouraging their boys and girls to take an active part in the work promoted by these various educational agencies. That work is for the benefit of our most important farm crop—the girls and boys. They are the ones who will decide the future of agriculture and they merit our hearty support.

We encourage our young folks and wish them every success in their club work and Future Farmer activities.

A. J. Kantzebach

Producers Meet at Trenton

New Jersey milk producers appear to favor Federal milk control in order to stabilize prices. This was evident at the dairy meeting held in connection with New Jersey Agricultural Week at Trenton, on January 26.

Discussions led by W. W. Elliott, of Andover, and John B. Bishop, of Columbus, following a talk by Dr. E. W. Gaumnitz, chief of the Dairy Section of the AAA, on "Regulations of Inter-State Shipments of Milk" indicated a need for such control. Mr. Bishop, in his remarks, stated that perhaps the state could exercise adequate control as long as the going was smooth and every situation was handled very carefully.

More Efficiency Asked

H. E. Taylor, Secretary of the New Jersey Farm Bureau, listed several efficiencies in the distribution of milk which should be accomplished. These included more efficient collection of milk from the farms, elimination of the less efficient distributors, reducing duplication in delivery routes, reducing the expense of special services to customers, and reduction of bad debt and bottle losses.

An excellent discussion of the problems connected with sampling, weighing, and testing of milk was given by Layton M. Henderson of the New Jersey Agricultural Experiment Station. He brought out in his discussion that, of 300 milk buyers in New Jersey 95 of those buyers handled 91 percent of all the milk. He also outlined plans to investigate fresh milk sample tests and to compare them with composite sample tests.

Grade A Discussed

During the discussion of Grade A milk markets, L. V. Chandler of Hackensack declared that Grade A milk should be fostered and encouraged and, in order to hold its own in the face of an improved quality of B milk, Grade A standards must be improved constantly.

A dairy banquet held in the evening was attended by about 300 dairymen and their guests. The high point of the banquet was the awarding of 19 production certificates to 4-H dairy club members whose dairy club animals had completed creditable records of production.

●

Uphold Filled Milk Law

The Pennsylvania State Supreme Court handed down a decision late January 31 which declared constitutional the Pennsylvania law regulating the sale of filled milk, thus virtually preventing the sale of that product in the state.

Details are not available as we go to press but will be covered more fully in the March issue. The Cooperative gave extensive help to the attorney general's office in fighting this battle for the dairymen.

Dairy Cattle Winners

Winners in the dairy cattle exhibit at the 1938 Pennsylvania Farm Products Show include the names of many Inter-State members.

Earl L. Groff of Strasburg, Wm. H. Landis of E. Greenville, and Elvin Hess of Strasburg were consistent winners in the Holstein division. Lillian H. Landis of E. Greenville was prominent in the list of Ayrshire winners.

Kenzie S. Bagshaw of Hollidaysburg, one of the three Brown Swiss exhibitors at the show, won several blue ribbons, including all the championships in the female classification.

●

Dairy Bacteriology

A new completely revised edition of "Dairy Bacteriology" by Dr. B. W. Hammer, Professor of Dairy Bacteriology at Iowa State College, has recently been published by John Wiley & Sons, New York.

This comprehensive book covers the entire field of dairy bacteriology including problems of this nature in our fluid milk, butter, cheese and other manufactured dairy products industries.

The sources of contamination, the action of various types of bacteria in milk, how to detect these bacteria, and how to control them are all covered in the book. The price of the volume is $5.00.

Payment for your milk is guaranteed by the marketing agreement you signed with your Cooperative.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

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Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Inter-State
Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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Co-operation

Stand off by yourself in your dreaming,
And all of your dreams are vain;
No grandeur of soul or spirit
Can man by himself attain.
It is willed we shall dwell as brothers,
As brothers then we must toil;
We must act with a common purpose
As we work in a common soil.
And each who would see accomplished
The dreams that he's proud to own,
Must strive for the goal with his fellows,
For no man can do it alone.

An Apology—No Women's Page This Issue

It was our avowed intention to get the new and different women's page of the REVIEW started with the February issue. We failed to make good on those intentions, but, honestly, we think we are going to have something good for the March issue—something really worth waiting for and which you will enjoy when you get it.

This page has been given a lot of serious thought and study. We wanted something different and we believe it will be just that. We felt, also, that we should not try to imitate the home departments of our regular farm papers—they are doing a good job, let them take care of it.

The REVIEW has a special problem in handling material of interest to our women readers. We feel that you are going to like this new feature. Watch for it next month.

●

"Cooperative Week"

One of the outstanding reasons for successful cooperatives in the mid-west is found in the attitude of state officials in that section.

Recently, Governor Philip F. LaFollette of Wisconsin proclaimed the week of February 14-18 as "Wisconsin Cooperative Week". In his proclamation he says in part, "Today, more than ever, it is recognized that many of our problems must be solved by the people themselves, working together in general educational, commodity marketing, and purchasing groups. If we are to attain the utmost good from cooperation, it is well to study and promulgate the principles of cooperative marketing as well as to acclaim the accomplishments of our various lines of cooperative endeavor in Wisconsin.

"It will be helpful to all to focus attention on this movement, to extend the teaching of its principles, to define its place, and to interpret its functions."

The Governor further urged the people of Wisconsin to "avail themselves of the opportunities provided at that time by radio, through news media, and in the schools, to study cooperation and develop its possibilities for building a better society for us and our children".

This is typical of the attitude of officials and explains the healthy condition of cooperatives in that section of the country. The right of farmers to work together, through their own organizations, is not only recognized—but fostered and encouraged.

New Supreme Court Justice A Former Co-op Counsel

Cooperatives may well look with pleasure at the recent appointment to the United States Supreme Court, Stanley F. Reed, who was named to this position by President Roosevelt on January 15, obtained much of his early experience as counsel for the Burley Tobacco Growers Association of Kentucky. It was his work for this farmers' cooperative which won for him the position of counsel for the Federal Farm Board. From that position he was made counsel for the Reconstruction Finance Corporation, both these jobs being under President Hoover who made the original appointment.

Mr. Reed's work was so outstanding in these positions that President Roosevelt, early in his first term, made him Solicitor General of the United States. In that position Mr. Reed appeared frequently before the Supreme Court to argue cases for the government and, despite the controversial subjects, he has an excellent record of winning cases which established the constitutionality of disputed Federal laws.

Mr. Reed's appointment was unanimously confirmed by the United States Senate on January 26. It is generally conceded that Reed will be a middle-of-the-road Justice, deciding every question on its merits.

Perhaps the wisdom of this choice for the Supreme Court can best be expressed by quoting Raymond Moley, who says in *News Week* of January 24, "The appointment of Stanley Reed to the Supreme Court will live in history as among the finest acts of President Roosevelt. Learned in the law, humane in outlook, pacific in method, Stanley Reed is the very embodiment of those qualities that bring respect and dignity to the high court."

●

M. C. Miller

Farmers in Path Valley, Franklin County, lost a real friend with the death, in early January, of M. C. Miller. Mr. Miller was president of the Path Valley Local of the Inter-State Milk Producers' Cooperative, and has always been a leader, as well as a staunch supporter of the organization.

One who had known Mr. Miller intimately for years describes him as a man of good judgment, great patience, and high integrity. Farmers and milk producers generally, in his section, called upon him freely for advice and counsel.

Real happiness is cheap enough but how dearly we pay for its counterfeit.

Even Big Business Cooperates

Recent newspaper headlines called special attention to the need for cooperation between bankers, business men and the government. Such cooperation is essential, the article stated, in order to solve the economic problems facing those interests.

Let us, as farmers, pause for thought.

Millions, and in a few cases billions, of dollars worth of property and other assets are tied up in each of those banks and industrial establishments. Cooperation—working together—is given as their way out.

In other words, with all their concentrated wealth and power, they still need to throw their resources together to get the desired results.

How important is it, then, that we farmers, each with a few thousand dollars worth of property, work together? By what other means than through cooperation can we obtain the concentration of power necessary to give us a way out of our difficulties?

Point this out to the non-cooperators in your neighborhood at every opportunity. Doing so will help you help yourself.

●

Cooperative Council Holds Annual Meeting

The National Cooperative Council held its annual meeting and election of officers at Washington early in January. This group represents cooperative organizations which did $1,250,000,000 of business for their members during the past year. The Council represents 53 groups of cooperatives, with about 4,000 separate associations.

An important subject of discussion at the Council meeting was the farm bills as passed by the two Houses of Congress. The opinion was expressed that neither of the bills, as passed, was clearly workable or clearly constitutional, but of the two, the House bill was the better. This bill places more emphasis on soil conservation and requires a higher level before production control will become effective. Opposition to compulsory production control was voiced by the delegates to the meeting, the opinion being rather general that as farmers in this country would reduce production, there would be an increase of production by other nations.

The efforts of the government to control monopolistic tendencies were commended and it was pointed out that, at the same time, many government acts are contradictory to this policy; the Guffey Coal, Robinson-Patman, and the Miller-Tydings acts being contradictory to this principle.

The theory of the Black-Connery wage bill was also condemned as it would be detrimental to the best interests of agriculture. It was emphasized that the President, in his message, insisted that wage earners and farmers must be aided but bills of this nature aid one group at the expense of the other.

John D. Miller, Susquehanna, Pa., was re-elected president of the Council, with Robin Hood, Washington, D. C., continuing as secretary-treasurer.

●

Friends Of Dairymen

The dairy industry has a number of sincere friends who deserve the thanks of every milk producer and milk distributor. We frequently hear radio broadcasts or read advertisements by cereal manufacturers in which they invariably recommend the use of "lots of milk and cream".

The Campbell Soup Company is another friend of the dairymen. They will use magazines and the radio during the early spring to feature "milk with soup" in messages which will be read and heard in millions of homes the country over.

A full-page color advertisement headed "Four tempting ways to give your child more milk" will appear in the *Saturday Evening Post* of March 5, and *Pictorial Review* for April. The combined circulation of these two magazines is approximately six million copies.

In addition, a coast to coast radio hook-up will be used by that firm in connection with their "Hollywood Hotel" program on March 4, March 18, and April 1. In this program will be featured "How to give your child more milk".

This is the fourth consecutive year that Campbell's Soups are giving special attention to the uses of milk in a series of springtime radio broadcasts.

The "stitch in time" adage applies forcibly to machinery care, according to Ray W. Carpenter, specialist in agricultural engineering for the University of Maryland Extension Service. He says that an hour at this time of year, when the machinery is in storage, spent in oiling all polished surfaces to prevent rust, repainting bared wood parts, and checking, ordering and replacing badly worn or broken parts will avoid delays and aggravation and save hours of valuable time when the spring season rush is on.

To put that pesky weed to route, plant a crop that chokes it out—*Farm Journal.*

How Am I Classified?

Here is another example of the real meaning of "cooperation". We found it recently in the *Philadelphia Inquirer's* feature "Points for Parents" which contrasts the right way and the wrong way of making good citizens of our children.

Under the right way we find this:

Mother: "Let's have a family council and consult together about things that affect us all."

Father: "I think that would be a good plan."

Under the wrong way is this:

Mother: "I've been reading about family cooperation, but I can't get any. None of you ever want to do anything the way I plan to have it done."

Under both is this wise comment:

Some people think they want family cooperation when what they really want is for the rest of the family to do as they say.

We can well afford to take stock of ourselves every now and then to determine which kind of cooperators we are.

●

Whole Family Takes Part

The January meeting of the Rising Sun and Bay View locals held at the Rising Sun, Maryland, High School on January 10 attracted about 250 people. The crowd was about equally divided between men and women.

In commenting upon this apparent family interest, A. H. Lauterbach, Inter-State's general manager, who was the chief speaker at the meeting, commended these folks for their family interest and stated that the cooperative movement can succeed only as the entire family shows intelligent interest in the affairs of their cooperative. He stated further that women have played a large part in improving the quality of milk supplied to our markets.

Others on the program were Norris Reynolds, manager of the Sheffield Farms plant at Rising Sun, who emphasized some of the problems faced by the distributors. One of these is the need for a level production throughout the year which will correspond with the demands of the consumer.

Harvey Simmers was chairman of the meeting. R. E. Bower, director, and F. R. Ealy, field representative, both of the Inter-State, also participated in the program as did Mr. Haney of Sheffield Farms, who related humorous incidents of his work as a milk inspector and sang several Dutch songs.

Motion pictures were furnished through the courtesy of Conowingo Power Company and refreshments were served to all present.

Supplementary Notes To Price Table On Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5% butterfat basis from the 4% basis included in its orders.

‡Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading, Tamaqua, and Tyrone markets.

†December only.

The December average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in Pennsylvania for December as set by the Control Commission is $1.46 per 100 pounds of 3.5% milk ($1.66 for 4% milk) f.o.b. dealers' plant or receiving station, and for January it is $1.28 ($1.45 for 4% milk). Class III price at receiving stations in Maryland and Delaware was $1.36 for 3.5% milk in December and $1.18 in January. Class III price for 3.5% milk f.o.b. Wilmington was $1.61 in December and $1.43 in January.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, December and January, $2.76; Class I Grade A, December and January, Grade B price plus butterfat and bacteria bonuses, or $3.16.

Class II, December and January, $2.00.

Class III, December, $1.56; January, $1.35.

●

Frozen Milk Danger

The danger of loss to producers from frozen milk was outlined by Layton M. Henderson, instructor in dairy manufacturers at the New Jersey College of Agriculture. He says, "It is very difficult to test accurately a composite sample which has been made from frozen milk. Such samples usually test lower in butterfat and mean a loss of many dollars to the farmer."

Attention is also called to the objectionable flavors that usually accompany frozen milk. These are describable as tallowy or watery and thin.

Poor tasting milk, he warned, means a decrease in consumption of fluid milk so that more of it must go into the surplus class which brings a lower price.

"Many farmers remedy this situation," says Mr. Henderson, "by setting the milk in running water. This constant circulation will prevent freezing. Water always freezes first, so as long as the water remains liquid the milk is safe. While being transported to the receiving stations, the cans should be covered with jackets or blankets to prevent possible injury."

Prices Paid by Philadelphia Distributors

Weighted Averages, December, 1937

Abbotts	Philadelphia, Pa.	$2.69
Baldwin Dairies	Philadelphia, Pa.	2.555
Breuninger Dairies	Philadelphia, Pa.	2.76
Wm. Engel Dairies	Philadelphia, Pa.	2.80
Gross Dairy	Philadelphia, Pa.	2.76
Hamilton Dairies	Philadelphia, Pa.	2.71
Hutt & Kempf	Philadelphia, Pa.	$2.50- 2.40
Missimer Dairies	Philadelphia, Pa.	2.76
Scott-Powell	Philadelphia, Pa.	2.65
Supplee-Wills-Jones	Philadelphia, Pa.	2.63

Classification Percentages — December, 1937

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	*Class I*	*Class IA*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	77.23	–	22.34	.43	73.83% of Class I
Baldwin "B"	69	–	20	11	
Baldwin "A"	84	–	5	11	
Billman & Stegmeier	78	5	17	–	
Blue Hen Farms	75.3	–	24.7	–	
Breuninger Dairies	87	–	11	2	73% of Production
Clover Dairy	78.11	–	14.67	7.22	77% of Production
Delchester Farms	62	–	38	–	
Engel Dairy	91	–	9	–	
Fraims Dairies	83.93	–	6.55	9.52	
Charles Gross	86	–	14	–	
Hamilton Dairies	80	–	20	–	
Harbison Dairies	83	–	12	5	80% of Class I
J. E. Harshbarger	65	12	23	–	
Hernig	51	–	49	–	
Highland Dairy	70	–	30	–	
Hoffman	48	12	35	5	
Keith's Dairy	87	13	–	–	
Martin Century	84.6**	–	15.4**	–	80% of Production
McMahon Dairy	89.45	3.27	–	7.28	
Meyers	75	–	25	–	81% of Production
Missimer Dairies	86	–	14	–	
Scott-Powell	75	–	22	3	81% of Production
Strickler Dairy	50	–	50	–	
Supplee-Wills-Jones	70*	–	30	–	84% of Class I
Sypherd's	85	–	15	–	
Waple Dairies	76.1	8.6	–	15.3	
Wawa Dairies	77	–	23	–	
Turner & Wescott	71	–	29	–	

NEW JERSEY

	Norm	*Cream*	*Excess*
Abbotts Dairies	69.5	30.5	Balance
" " "A"	90.2	9.8	Balance
Castanea Dairies "A"	86% of Norm	Balance	50% of Excess
" " "B"	89% of Norm	Balance	50% of Excess
Scott-Powell	100	–	Balance
Suburban Dairies	90.5	9.5	
" " "A"	70.6	29.4	
Supplee-Wills-Jones	100	–	Balance

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price (one cent per 100 pounds below Class I prices quoted on page 7) on about 6.93% of Class I milk delivered by producers delivering to Pennsylvania points and to Hagerstown and Princess Anne receiving stations.

**Martin Century paid in December, Class I, 65.8% at $2.69 and 18.8% at $2.88, Class II, 12% at $2.00 and 3.4% at $2.04. (Prices for 3.5% Grade "B" milk, F.O.B. Lansdale.)

"Heah, Rastus, is that quatah I borrowed from you two years ago."

"Y'all bettah keep yo' money. It ain't wuth two-bits for me to change mah opinion of you."

"Well, Mandy, I heard your no-account husband died and you had him cremated. Is that right?"

"Yasuh, that's right, only he ain't no-account no moah, ah's got 'im workin' for me now."

"Why, how is that possible Mandy, he's dead isn't he?"

"Yasuh, he's dead all right, but ah's got his ashes in an hour glass."

Prices *3.5% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

December Averages and December and January Schedules. (Explanatory Notes on Page 6, Col. 1.)

Buyer	Delivery Point	Average Price Paid in Dec.	Class I Price Dec. & Jan.	Class II Price December	Class II Price January
Harshbarger, J. E.	Altoona, Pa.	$2.49	‡$2.76	$1.97	$1.72
Hoffman's Dairy	Altoona, Pa.	2.33	‡2.76	1.97	1.72
Keith's Dairy	Altoona, Pa.	2.66	‡2.76	1.97	1.72
McMahon Dairy	Altoona, Pa.	2.64	‡2.76	1.97	1.72
Supplee-Wills-Jones	Bedford, Pa.	2.25	2.37	1.97	1.72
Peter Hernig	Boiling Springs, Pa.	2.24	2.48	1.99	1.74
Harbisons	Brandtsville, Pa.	2.40	2.52	1.99	1.74
Harbisons	Byers, Pa.	2.40	2.52	1.99	1.74
Harbisons	Carlisle, Pa.	2.40	2.52	1.99	1.74
Harbisons	Centerville, Md.	2.35	2.48	1.86	1.68
Supplee-Wills-Jones	Centerville, Pa.	2.15	2.24	1.95	1.70
Hershey Creamery Co.	Chambersburg, Pa.	$2.20–$2.10			
Supplee-Wills-Jones	Chambersburg, Pa.	$2.31	2.45	1.98	1.73
Highland Dairy	Chester, Pa.	2.55	2.88	2.04	1.79
Miller-Flounders	Chester, Pa.	2.55	2.88	2.04	1.79
Supplee-Wills-Jones	Chestertown, Md.	2.29	2.48	1.86	1.68
Scott-Powell	Clayton, Del.	2.33	2.50	1.86	1.68
Abbotts	Coudersport, Pa.	2.20	2.28	1.96	1.71
Abbotts	Curryville, Pa.	2.28	2.37	1.97	1.72
Highland Dairy	Doe Run, Pa.	2.45	2.65	1.97	1.72
Supplee-Wills-Jones	Duncannon, Pa.	2.36	2.52	1.99	1.74
Abbotts	Easton, Md.	2.32	2.46	1.86	1.68
Delchester Farms	Edgemont, Pa.	2.56	2.88	2.04	1.79
Turner & Wescott	Glenroy, Pa.	2.39	2.55	2.00	1.75
Philadelphia Quaker Maid	Goldsboro, Md.	2.30			
Abbotts	Goshen, Pa.	2.40	2.53	1.99	1.74
Supplee-Wills-Jones	Hagerstown, Md.	2.23	2.39	1.86	1.68
Supplee-Wills-Jones	Harrington, Del.	2.29	2.48	1.86	1.68
Strickler, Dean	Huntingdon, Pa.	2.31	‡2.65	1.97	1.72
Supplee-Wills-Jones	Huntingdon, Pa.	2.29	2.43	1.98	1.73
Harbisons	Hurlock, Md.	2.33	2.46	1.86	1.68
Nelson's Dairies	Jeffersonville, Pa.	2.51	2.88	2.04	1.79
Abbotts	Kelton, Pa.	2.42	2.55	2.00	1.75
Abbotts	Kempton, Pa.	2.40	2.52	1.99	1.74
Supplee-Wills-Jones	Kennedyville, Md.	2.29	2.48	1.86	1.68
Harbisons	Kimberton, Pa.	2.40	2.52	1.99	1.74
Martin Century Farms	Lansdale, Pa.	2.60	2.88	2.04	1.79
Supplee-Wills-Jones	Leaman Place, Pa.	2.40	2.57	2.00	1.75
Supplee-Wills-Jones	Lewistown, Pa.	2.31	2.45	1.98	1.73
Sypherd Dairies	Lyndell, Pa.	2.44	2.52	1.99	1.74
Harbisons	Massey, Md.	2.35	2.48	1.86	1.68
Supplee-Wills-Jones	Mercersburg, Pa.	2.31	2.45	1.98	1.73
Harbisons	Millville, Pa.	2.30	2.40	1.98	1.73
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.29	2.48	1.86	1.68
Supplee-Wills-Jones	Nassau, Del.	2.27	2.45	1.86	1.68
Scott-Powell	New Holland, Pa.	2.40	2.56	2.00	1.75
Abbotts	Oxford, Pa.	2.42	2.55	2.00	1.75
All Distributors	Philadelphia, Pa.	(see page 6)	2.88	2.04	1.79
Abbotts	Port Allegany, Pa.	2.20	2.28	1.96	1.71
Scott-Powell	Pottstown, Pa.	2.44	2.61	2.00	1.75
Supplee-Wills-Jones	Princess Anne, Md.	2.22	†2.37	1.86	1.68
Abbotts	Providence, Md.	2.34	2.49	1.86	1.68
Ziegler Dairy	Reading, Pa.	2.39	‡2.65	1.97	1.72
Supplee-Wills-Jones	Red Hill, Pa.	2.40	2.57	2.00	1.75
Breuninger Dairies	Richlandtown, Pa.	2.44	2.52	1.99	1.74
Sheffield Farms	Rising Sun, Md.	2.34	($2.34 for all milk in December)		
Harbisons	Rushland, Pa.	2.40	2.52	1.99	1.74
Scott-Powell	Snow Hill, Md.	2.21	2.34	1.86	1.68
Abbotts	Spring Creek, Pa.	2.17	2.24	1.95	1.70
Duncan's Dairy	Springfield, Pa.	2.55	2.88	2.04	1.79
Harbisons	Sudlersville, Md.	2.35	2.48	1.86	1.68
Billman & Stegmeier	Tamaqua, Pa.	2.59	‡2.76	1.97	1.72
Supplee-Wills-Jones	Townsend, Del.	2.29	2.48	1.86	1.68
Waple Dairies	Tyrone, Pa.	2.41	‡2.65	1.97	1.72
Supplee-Wills-Jones	Waynesboro, Pa.	2.31	2.45	1.98	1.73
Eachus Dairy	West Chester, Pa.	2.55	2.88	2.04	1.79
Blue Hen Farms	Wilmington, Del.	2.53	2.67	2.11	1.93
Clover Dairies	Wilmington, Del.	2.51	2.67	2.11	1.93
Fraims Dairies	Wilmington, Del.	2.53	2.67	2.11	1.93
Silver Seal (Delaware only)	F. O. B. Farm	2.25			
Supplee-Wills-Jones	Zieglerville, Pa.	2.40	2.57	2.00	1.75

New York Asks for Federal Aid

Bargaining Agency Makes Request

THE organized milk producers of the New York milk shed have filed a request for Federal assistance in regulating the New York milk market. This action was taken following a meeting of the directors of the Metropolitan Milk Producers' Bargaining Agency on January 15.

This group is composed of practically all the marketing cooperatives supplying New York City, and many of the other towns in that state, and was set up under the Rogers-Allen law enacted last summer.

This request appears to be the direct result of two price cuts to producers, which became effective during January. The first, a cut of 23 cents per hundred pounds on Class I milk, was effective January 1, and is traceable directly to the efforts of Mayor La Guardia to drive down the consumers' price of milk. The Mayor, through his Commissioner of Markets, arranged for trucks to sell milk at the curb in several of the thickly populated districts of the city. The price he proposed to charge was 9 cents per quart, plus a bottle deposit.

City Plan Failed

This move was met immediately by storekeepers in those vicinities, reducing their prices to the same level, with the result that many trucks succeeded in unloading less than 10 cases out of a load of 100 cases. The next step was a threatened strike by organized dairy employees against any plant which would supply milk to be sold under these conditions. The unions feared destruction of jobs of their drivers.

It has been asserted that this low price milk was made possible only through the action of the Dairy Farmers' Union, which fostered the strike in up-state New York last fall, in providing milk at less than the price agreed upon by the bargaining agency. This accusation was denied by the Dairy Farmers' Union officials but it is reported that their price was $2.30 per hundred pounds of 3.5% Class I milk, as compared to the $2.63 price agreed upon by the dealers and the bargaining agency. These prices applied in the 201-210 mile zone.

Another 20 cent drop was agreed upon by the bargaining agency, effective January 16, making the total cut 43 cents and bringing the Class I price down to $2.20 for 3.5 percent milk in the 201-210 mile zone. This cut was compelled because of pressure of milk dealers not buying through members of the agency.



Oliver and John Bieler, East Greenville, Pa., making good use of their time in a slack season. Picture sent by their neice, Helen Dean.

Another outcome of this disturbance was a protest by the Metropolitan Cooperative Milk Producers' Bargaining Agency against the application of a group affiliated with the Dairy Farmers' Union for a license for a milk plant at Chateauguy. This protest was based on the ground that it was not in the public interest and would "tend to destructive competition". The protest was further amplified with the record of past policies of the group applying for the license, which had resulted in destructive competition, causing lower prices to all producers.

Mayor Criticized

Judging from comments of up-state and city newspapers, the Mayor's plan for 9 cent milk did not meet with the approval of thinking citizens. Numerous New York newspapers charged this move as being motivated by political ambition. The same newspapers regretted the demoralization caused by this action on the part of the Mayor. One of them openly said that "the Mayor and his Commissioner of Markets know nothing about the milk industry".

The up-state newspapers, especially, regretted the effect of this move on prices producers would receive and the effects of price reductions on the prosperity of those sections. They also condemned the farmers' group who were so willing to supply cheap milk which could be used in breaking the entire market.

No further reports are available, at this time, as to when definite action will be taken on the request of New York producers for a Federal marketing agreement or order.

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Danish Dairymen Increased Test By Selection

Dairymen attending the annual meeting of the Pennsylvania Dairymen's Association held at Harrisburg on January 20, were privileged to hear an interesting talk by E. J. Perry of New Jersey, who spent several weeks in Denmark during the summer of 1937.

Mr. Perry called special attention to results of increasing the butterfat test of herds of the red Danish cattle. He cited numerous instances of the test being increased as much as .7 to 1.2 percent over a period of about 30 years, by careful selection and a consistent breeding program. Many of these herds which, when records were first kept, showed butterfat tests of 3.1 to 3.5 percent, are now testing between 4.0 and 4.5 percent butterfat. A herd in Friesland had increased its average test by .7 percent.

Mr. Perry cited this as an example of what he believes can be done by Holstein breeders who are desirous of obtaining higher testing cows of that breed. He emphasized, especially, that these selections were based on a long period of dairy herd improvement association records and similar records would be essential for similar improvement in this country.

Pure Milk Association's 14,500 members supply Chicago and its suburbs with 85 to 90 percent of its fluid milk. In addition the submarkets of Aurora, Joliet, Kankakee, and Waukegan, Ill.; Beloit and Janesville, Wis.; and South Bend, Gary, and Hammond, Ind., get a similarly high percentage of their milk from the association. The association's milkshed covers more than 2,300 square miles in three States.

Drunk (to splendidly uniformed bystander): "Shay, call me a cab, will ya?"

Splendidly Uniformed Bystander: "My good man, I am not the doorman; I am a naval officer."

Drunk: "Aw right, then call me a boat, I gotta get home."—*Panther.*

N-E Dairymen Meet at Hartford

DAIRY leaders from twelve northeastern states met at Hartford, Connecticut, January 24 and 25, for the fourth annual Northeastern Dairy Conference. This conference is planned for the exchange of opinions and experiences and in order to measure progress in dairy lines in the northeastern part of our country. It does not establish policies but, instead, serves as a clearing-house of information for member organizations.

The leaders of dairy marketing cooperatives, other farm organization officials, marketing specialists from our agricultural colleges, milk control officials, and other state officials attended the Hartford meeting.

One of the important features of the conference was the address by Wilbur L. Cross, Governor of Connecticut, who expressed the sound opinion that a minimum of state control and a maximum of leadership by soundly organized, strong cooperative bodies should be the aim of the dairy industry. He asserted it was not his idea that state officials should tell farmers what to do but help them do what farmers desired to have done.

Gaumnitz Speaks

The meeting was also addressed by E. W. Gaumnitz, Chief of the Dairy Section of the AAA, who outlined the basis of Federal regulation of milk markets, especially where a substantial part of the milk is involved in inter-state commerce. He was strong in the opinion that all producers within a milk shed must be treated on the same equitable basis.

A comprehensive review of Connecticut's state milk control program was given by S. McLean Buckingham, state milk administrator. He warned against permitting control to freeze certain uneconomic practices in the milk business. The Administrator also outlined the fact-finding work performed by his office as a help to Connecticut's dairy industry.

In the absence of representatives of the Pennsylvania Milk Control Commission, A. H. Lauterbach, general manager of the Inter-State, presented the accomplishments of milk control in that state. He said enforcement on the whole has been satisfactory and the control commission recognizes the need for strong farm groups in order to make their work effective. The New Jersey situation was outlined by L. B. Burke, secretary of the board.



William Johnson and William Shoemaker, Allegany County, Maryland, performing their "clean milk" demonstration with which they won third place for 4-H dairy club teams in the Eastern division at the 1937 National Dairy Exposition.

The operation of the Federal order in the Boston market was discussed freely by those attending the conference. Its achievements in helping producers were discussed fully and its short-comings were given equal prominence. It was brought out that the Federal government has found it necessary to take legal steps against about 30 Boston milk dealers who have defied the order now in effect in that market. Within the last year several lower court decisions have supported the Federal enforcement agency on disputed points. It is generally recognized that these points will be passed upon eventually by the United States Supreme Court.

New York's recent work under the Rogers-Allen law was explained by Homer Rolfe, president of the producers' bargaining agency in that state. Mr. Rolfe asserted that definite progress has been made in stabilizing the market but that many problems are still unsolved. He recognized a distinct need for some plan to encourage uniform production so as to eliminate, or at least reduce, the extreme fluctuations from season to season now common in that market.

Gold Affects Prices

Another high point of the conference was the discussion of farm prices by Dr. Geo. F. Warren of Cornell University. His talk pointed out distinctly the relation of prices to the value of gold. He stated, "A high value for gold in exchange for other commodities means low prices in a country that uses gold as money; a low value of gold means high prices." He elaborated further on the effect of the value of gold on prices of other commodities, saying, "Any country that maintains a fixed gold standard may expect to have violent price fluctuations and ultimately a rising price level."

The conference closed with a report of the various committees, including committees on "Coordination of Milk Control", "Replacements", "Disease", "Consumer Relationships and Milk Consumption", and "Dairy Statistics".

●

Shepherd Wins Trophy

The trophy awarded by the Inter-State Milk Producers' Cooperative to its member obtaining the highest score in the milk contest at the Pennsylvania Farm Products Show was won by E. F. Shepherd of Oxford, Chester County, Pa. Other Chester County members who were also among the first ten of their respective classes include E. H. Bailey & Son, Lathie W. Lester, Everett W. Holt, George Stroud, and John P. Connell.

Franklin County was also well represented among Inter-State winners in this contest. Among them were E. J. Hess, Charles E. Martin, Ira Shank, and H. J. Laymon. V. R. Carter of Lancaster County also placed among the first ten in his classification.

The award for the highest scoring sample at the 1937 show was won by the late J. Ernest Gray of Cochranville, his entry also being the highest scoring exhibit in the entire show.

●

Michigan Milk Producers Association, Detroit, reports sales of 965,575,825 pounds of milk in 1937, an increase of 3 percent over 1936. Receipts increased $1,512,006, or 8 percent. Total value this year in dollars was $20,463,199.

1st Taxpayer: "What do you think of our two candidates for mayor?"

2nd Taxpayer: "Well, I'm glad only one can be elected."

Aviation's History Is Linked To Promotion of Milk Drinking

In scarcely more than thirty years science has advanced headlong from the first frail "flying machine" of the Wright brothers to the great multiple-motored planes such as the "China Clipper" with its scheduled passages back and forth across the Pacific Ocean. Perhaps never before has such rapid mechanical advance been made in a single field as in the development of aviation.

It has opened a new occupation to men in training themselves for the highly exacting work of piloting and checking the perfect mechanism in the modern "birds of the air". The story of aviation, which entails not only a necessity for courage but physical fitness, has been utilized recently by the Dairy Council as the medium for a health message which is proving exceptionally popular among young consumers in the junior high schools in the Philadelphia milk shed.

Appeals to School Boys

This aviation talk "High, Wide and Healthy" will be presented before somewhere around 10,000 students before the end of the present school year. It is illustrated with numerous lantern slides in color which trace the steps in the development of aviation and show some of the men whose names have written important chapters in its history.

Commander Richard E. Byrd, the first to fly over the South Pole, is shown as he carried with him on his successful expedition three Guernsey cows to aid in protecting the members of the party against hardships with the most nourishing of all foods—milk.

Charles A. Lindbergh, Public Hero No. 1, after 36 gruelling hours in the air during the first non-stop solo flight across the Atlantic, upon landing made a glass of milk his first request.

It is a quick brain, a steady hand and muscles, and nerves under absolute control on which the safety of not only the pilot himself depends, but the lives of his passengers, too. For today, passengers as well as baggage are carried by air service from one distant point to another with a regularity scarcely less than that of train service.

Meals In the Air

The maintenance of this new type of passenger service has brought with it the need for serving meals "in the air". To be eligible for a position as stewardess on an airliner exacting demands must be met here also. The young woman applicant must not only be strong and courageous in emergency, but she must know how to care for the comfort of the passengers during the trip.

One of the illustrations in "High, Wide and Healthy" shows a stewardess on one of the largest air-lines serving an attractive luncheon tray to one of the passengers. Prominent on the tray is a glass of milk. This product has been given a gradual "build up" through the progress of the talk showing how it plays an important part in fitness for aviation—whether it be on the part of the pilot, stewardess or passenger.

Reach Nearly a Million

It is by utilizing themes of such great current interest as aviation, and by accuracy in statement that the Dairy Council is able to command its present interest and vast audiences. This organization in its various forms of work last year, reached nearly a million persons with its message of the need for an increased consumption of milk.

●

Secondary Markets

WILMINGTON

With the normal increase in production at this season and a reported drop in consumption due to the holidays and the spread of unemployment, the supply of milk is plentiful in this market.

One dealer recently transferred a truckload of milk to a cheese factory through the assistance of the Cooperative and the Wilmington committee. Previous to that action several producers had been notified that their milk would no longer be needed but with the new arrangement all milk is being received and these producers are being kept on as shippers. As a result, all producers are sharing the market instead of a few being forced off entirely.

As a direct result of this assistance several additional producers have recently become members of the Cooperative.

The Senger Transportation Company, which is hauling milk of Inter-State members to one of the largest Wilmington dealers, is putting on a fleet of trucks with insulated bodies. The name of the Cooperative and the name of the dairy to which the milk is being hauled both appear on the sides of the truck.



Patsy Farrow appears to be enjoying her first sled ride. This picture, taken in January, 1936, was sent in by John C. Farrow, Clearspring, Maryland.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of December, 1937:

Butterfat Tests	4685
Plants Investigated (first half Dec.)	21
(second half Dec.)	8
Calls on Members	974
Quality Improvement Calls	11
Herd Samples Tested	250
Brom-Thymol Tests	98
Microscopic Tests	50
Membership Solicitation Calls	372
New Members Signed	90
Educational Meetings	12
Attendance	954
Local Meetings	5
Attendance	99

Farm Prospects Show Slight Decline

Nineteen thirty-seven ended with signs of lessened pressure on the downtrend of commodity prices. The situation suggested the possibility of at least a temporary turn for the better. * * * The 1937 cash income of farmers was estimated by the Bureau of Agricultural Economics at $8,500,000,000. This was $580,000,000 more than in 1936. It was the largest cash income since 1930. But there was also an increase in farm costs during the year—enough possibly to offset most of the gain in income as compared with 1936. * * * November industrial production by factories processing farm products was 25 percent less than in November, 1936. But the purchasing power of nonagricultural income per capita was 4 percent higher. * * * Big crops and reduced industrial and consumer demand are an unfavorable combination. Hope lies in a better balancing of the scales by midyear.—*The Agricultural Situation.*

Directors Meeting

The regular meeting of the board of directors of the Inter-State Milk Producers' Cooperative was held at the Cooperative's offices on January 14. All members of the board were present except Kenzie S. Bagshaw, who was ill.

Among routine reports given the board was one that the semi-annual donations to districts were sent out by check a few days previous. These contributions are based upon number of members in each Local from whom commissions are received.

The directors discussed the status of members from whom commissions are not being received and action that might be taken in regard to their contracts.

They also discussed situations concerning certain dealers who are delinquent in payment, and authorized that back pay of members supplying one of these dealers be paid by the Cooperative.

The proposed Federal hearing was discussed and the probable basis on which a joint order would be issued was outlined. The directors approved continuation of work by the Cooperative with 4-H clubs and Future Farmers on a basis similar to 1937.

The directors approved two amendments to the by-laws of the Cooperative, which had been proposed at the board meeting of November 16, 1937. These amendments follow:

Add the following sentence to Article XI, Section 4: "*This shall not prevent the use of such fund for any other necessary purpose, as determined by the Board of Directors.*"

Add a new section to Article XI, known as Section 10: "*Where the Cooperative supplies a hauler or carrier, hauling equipment and facilities for delivering a member's milk, as provided by the producer's marketing agreement, such member shall pay for such hauling on the basis of its actual cost as determined by the Board of Directors.*"

●

Seasonal Plaint

My nose doesn't breathe; it doesn't smell;
It doesn't feel so very well.
I'm quite disgusted with my nose;
The only thing it does is blows.

Medic: "The right leg of the patient is shorter than the left, which causes him to limp. Now what would you do in a case of this kind?"

Voice: "I'd limp, too."—*Analyst.*



0	P	L-P	L-P-K	L-N-P-K
	POUNDS DRY MATTER PER ACRE			
1051	1392	1548	1850	2501
	POUNDS CRUDE PROTEIN PER ACRE			
171	235	266	344	488

PASTURE can be made the most profitable crop on your farm. Properly fertilized to develop grasses and clover, it will greatly reduce the cost of producing milk and meat. Where white clover is desired, an application of 500 lbs. of 5-10-10 or similar analysis per acre has been found profitable. On extra good sods, use a 1:1:1 ratio. Consult your county agent or experiment station regarding the plant-food needs of your soils. See your fertilizer dealer or manufacturer. You will be surprised how little it costs to add the right amount of potash in your pasture fertilizers.

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Master Farmers Named

Four of Ten Are Inter-State Members

An outstanding feature of Pennsylvania Farm Show week, each year, is the awarding of the degree of Master Farmer to a group of Pennsylvania's best farmers. This award is made by the *Pennsylvania Farmer*, published at Pittsburgh, and represents a real contribution to current agricultural records.

Significant in this year's class of Master Farmers is the fact that four of the ten are members of the Inter-State Milk Producers' Cooperative. These four are George C. Maule, Coatesville; Amos Satterthwaite, Yardley; John S. Shenk, Lancaster, R. 6; and Howard W. Wickersham, Kelton.

Active in Cooperative

George C. Maule has been identified with the organized milk producers in this market since November, 1927, when he joined the old Inter-State Association.

Amos Satterthwaite is a member of the Trenton Inter-State Milk Marketing Committee, president of the Woodside Local of the Cooperative, and delegate from that Local.

In addition to being a member of the advisory committee of the Lancaster Inter-State Milk Market, John S. Shenk is delegate from the Millersville Local of the Cooperative.

Howard W. Wickersham is director from District 15 and chairman of the Executive Committee of the Inter-State Milk Producers' Cooperative.

These men were all selected because of their outstanding work in developing high-producing herds and high-yielding acres. Also because they are leaders in their communities and are prominent in those activities which make for a better rural life.

Their Accomplishments

Summaries of their work, as given on page one of the January 29 issue of the *Pennsylvania Farmer*, follow:

George C. Maule, dairyman and mushroom grower of Chester County, has farmed for 50 years, starting as a tenant and now enjoying a fertile efficient farm completely equipped with every essential, while the owner has to his credit a long life of usefulness in his community, and a record of inspiring leadership in the things which stand for the highest in right country living.

In Bucks County **Amos Satterthwaite** has in 20 years on 108 acres developed a 392-pound pure-bred Holstein herd from one cow, worked out and put in operation a soil-improving system of crop production, maintained a high-producing poultry flock and found time to devote to 4-H Club leadership and other services to his community.

John S. Shenk's 250 fertile acres in Lancaster County, carrying 120 Guernseys, flocks of ducks, geese, turkeys, guineas and chickens, eight Chester White brood sows and a dozen work mules, tell a story of hard work and competent farming. Yields of tomatoes, tobacco with grain and forage crops reveal the efforts of the capable farmer.

Howard W. Wickersham, Chester County Guernsey breeder, in 15 years has built up an outstanding dairy herd and established on his 130-acre farm a system of pasture and crop land improvement which provides the roughage and some grain for the cattle and enriches the land. And while developing this herd and business he has assisted in the development of cooperative selling of the product in his section.

There's many a good thing lost by not asking for it.

The height of hard luck is to have seasickness and lockjaw at the same time.—*Pup.*

A man is like a tack; he can go only as far as his head will let him.

A close friend is one who will loosen up occasionally.

Pittsburgh Hearing Ended, New Order Expected

After more than a month, the Milk Control Commission completed its price hearing for the greater Pittsburgh market on January 18. This hearing was called on December 17 and was in session for 18 days. Several recesses were called because of holidays and in order to give participants opportunity to collect and organize further data for presentation.

The purpose of the hearing was to obtain the cost of distributing milk in the Pittsburgh market on which would be based a new price order to replace the supersedeas issued by the court late in November. That supersedeas had the effect of reducing producer prices $.27 per hundred pounds on Class I milk, following a 6-cent reduction authorized by the Control Commission, effective October 1.

Labor Costs Are Higher

During July and August practically all Pittsburgh milk dealers signed labor contracts which substantially increased their cost fn operation. At a hearing held io Pittsburgh, in August, an appeal was made to reduce the producer prices so as to provide funds for paying the extra demands of labor.

Following extensive study of costs in that area, the Commission authorized a reduction of 6 cents per hundred pounds in its order, which went into effect October 1. The dealers contended, however, that this was not sufficient, went to the court and obtained a supersedeas which amounted to the court setting milk prices. This is a power delegated by law to the Milk Control Commission.

The hearing recently finished went into great detail as to cost of distributing milk. Facts and figures were presented by both the dealers and the Milk Control Commission auditors. It was the declared intention of the Control Commission to put all available data on the hearing record and to base the new order on that data.

It is expected that the new order will be issued at an early date. As there is a six-day interval required between issuance and the effective date of an order, there can be none effective before sometime after February 1, perhaps February 15.

A thing done right today means less trouble tomorrow.

Join the Picture Contest

Open to members of the Inter - State Milk Producers' Cooperative and members of their families.

One dollar will be paid for any picture used on an inside page and five dollars for a picture used on the cover and submitted in this contest by an Inter-State member or member of his family.

Look over your snapshots; pick out the ones that have an interesting subject, an attractive background and clear sharp outlines. Send them in, giving enough information to identify them, including your name, name of subjects in picture and anything else of interest.

In selecting pictures for use in the REVIEW *we will favor those supplied by our own members whenever possible.*

Profits From Pastures

How to improve pastures and the benefits of such a program were discussed by Dr. D. B. Johnstone-Wallace, agronomist from Cornell University, who talked to Pennsylvania dairymen at their annual meeting held in connection with the Farm Show. It was evident, from the statements made by Dr. Johnstone-Wallace. that the majority of dairymen would be able to increase their profit per cow by as much as $10 to $25 per year, merely through an intelligent pasture management program.

Reseeding of pasture is frequently a waste of money because proper fertilizing will stimulate many pastures and give the growth needed to provide adequate grazing.

The speaker was enthusiastic about wild white clover, which is a hardy plant, grows closely to the ground and gives a thick, luxuriant growth, while also adding the much needed nitrogen to the soil, this nitrogen in turn increasing the growth of blue grass or other grasses. He stated that one wild white clover plant per square yard will soon spread sufficiently to cover the entire surface of the pasture. For it to do this, however, lime and a phosphate fertilizer are usually necessary.

A short, thick, close growing sward was strongly favored by Dr. Johnstone-Wallace. Such a growth enables the cow to eat her fill most quickly. It also shades the surface of the soil from the sun and thereby helps maintain growth during hot weather.

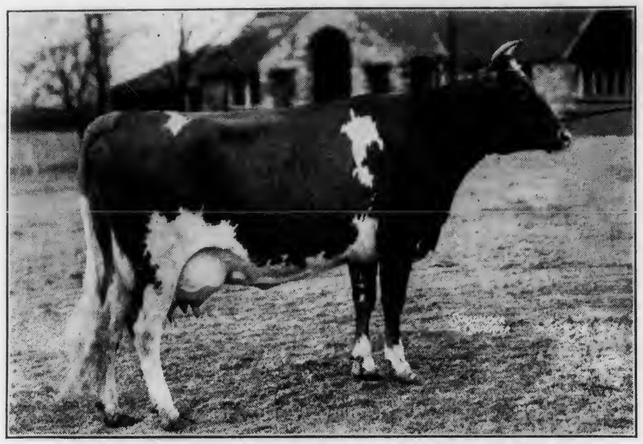
Charts were shown which demonstrated that high temperature, rather than lack of rainfall, is most frequently the cause of short pasture during mid-summer. The need for supplementary pasture crops during this season was recognized by the speaker and many such pastures must be handled according to the characteristics of the crop.

The dairymen were warned against letting the pasture "get away" from the cows in the spring and early summer. Should the growth get too high the animals will graze around such patches and will crop other spots too closely. If any such spots in a pasture are evident when the blue grass heads out he urges mowing the entire pasture close to the ground by early June.

A party of tourists came upon an Indian brave riding a pony. A heavily burdened squaw walked beside him.

"Why doesn't the squaw ride?" asked the tourist.

"Ugh," said the Indian, "she's got no pony."



Foremost Lida #460693, owned and bred by Foremost Guernsey Association, Inc., Hopewell Junction, New York—completes world's record—was grown, fitted and fed on Beacon Feeds.

World's Record

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During her 365 days on test, Foremost Lida produced 15,537.7 pounds of 5.32% milk giving her 826.6 pounds of butterfat and a new world's record in class GG.

This is further evidence that Beacon Dairy Rations fully meet the requirements of high producing cows; that these outstanding feeds produce maximum results which mean maximum profits. No other concentrates were fed this cow.

You can secure a Beacon Dairy Ration suited to your feeding conditions from your nearest Beacon dealer.



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1st Lawyer: "You're a low down cheat."

2nd Lawyer: "And you're a swindling liar."

Judge, rapping: "Now that you attorneys have identified each other, let's proceed with the case."

Vanquished is the farmer who looks with scorn on methods new—*Farm Journal.*

Greatness is the composite result of many little things well done and well put together.

Feed Price Summary for January, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	Jan., 1938 ($ per T.)	Dec., 1937 ($ per T.)	Jan., 1937 ($ per T.)	% Change Jan., 1938, compared with Dec., 1937	% Change Jan., 1938, compared with Jan., 1937
Wheat Bran	30.96	30.50	43.81	+1.51	-29.33
Cottonseed Meal 41%	36.34	36.58	46.65	- .66	-22.10
Gluten Feed 23%	35.24	33.66	44.12	+4.69	-20.13
Linseed Meal 34%	50.62	48.54	52.16	+4.29	- 2.95
Corn Meal	31.34	31.69	46.78	-1.10	-33.01
Mixed Dairy Rations: 16%	33.42	33.96	43.23	-1.59	-22.69
24%	38.83	38.35	48.23	+1.25	-19.49
32%	42.14	41.18	51.46	+2.33	-18.11
Brewer's Grains	35.38	32.81	42.75	+7.83	-17.24

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TRIAL PKG. (18 Dilators)..... .50
Ask your dealer or write for folder of other Dr. Naylor Dependable Veterinary Products.
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Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

"ELECTRIC MILK COOLERS $99.50. WATER SYSTEMS $36.50. Thousands in use. Write for name of nearest Dealer or User and save half. Dept. IR. COMMERCIAL REFRIGERATION CO. INC., Rochester, N. Y."

Members' Exchange

The REVIEW *is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.*

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

Mention the REVIEW when writing these advertisers.

Wages, Employment Lower

FARM WAGES on January 1, 1938, in the four principal states of the Philadelphia milk shed were from 10 to 12 percent lower than on October 1, 1937. According to United States Department of Agriculture reports, the lower January 1 wages showed more than twice the usual seasonal decline for the country as a whole.

Payrolls of milk-consuming, industrial workers in the Philadelphia Federal Reserve district were down 30 points and employment of that same group was 7.5 points lower in December (latest data) than in October, 1937, according to the Federal Reserve Board.

Unemployment in Philadelphia increased to 182,452 persons on January 15 from 155,504 on October 15, 1937. While the slightly lower farm wages are of some benefit to Inter-State dairymen, this is more than offset by less employment and lower wages of Mr. Average Man who is our final customer. This will have no good effect on milk consumption.

The lack of sufficient information on milk sales by distributors makes it impossible to measure local conditions accurately, but information received from the Milk Research Council may be fairly representative of Philadelphia. According to this report, daily average sales of milk in 136 leading markets of the United States showed a 1.28 percent decrease in December, 1937, from the same month a year ago.

Average daily **milk deliveries** by nearly 6500 of the producers supplying Philadelphia increased 3.93 percent in December over one year ago. The December, 1937, average was 185 pounds per day per shipper as compared with 178 pounds in November and in December, 1936. Milk receipts in Philadelphia, as reported by the Bureau of Agricultural Economics for the first four weeks ending in January, indicate 2.0 percent more milk than in corresponding periods of January, 1937. Receipts of cream were practically the same for the two periods.

Feed prices in Inter-State territory (see page 13) averaged slightly higher for most feeds—from 1 to 8 percent—in January as compared with December, but from 17 to 33 percent below January, 1937.

The recent recession in **butter prices** seems to have found a resting place between 33 and 35 cents per pound for New York extras (92 score). This price, which was as high as 40.5 cents in December, was quoted at 33.5 cents per pound on January 27. On the same day stocks of butter in the ten leading United States markets amounted to 16,561,820 pounds as compared with 24,579,051 pounds one year before.

The **cream market** in Philadelphia showed some strength and some uneasiness. Odd lots meeting local inspection only were selling, in some quarters, for as low as $14.50 per 40-quart can of 40 percent cream with Pennsylvania approved cream which met most market requirements, averaged around $18.25 per can. On a fluid milk basis this meant a 3.5 percent price which ranged from $1.51 to $1.94 per hundred. The Class II price for 3.5 percent milk for Pennsylvania, based on January butter quotations, is $1.79.

Fluid prices in other markets show some January changes. New York City and Omaha, Nebraska, show producer price declines of 43 cents and 34 cents respectively, on Class I. Retail prices, in turn, dropped a half-cent and one cent per quart. Binghamton, N. Y., Class I price went down 15 cents and Utica, N. Y., was 10 cents lower. Burlington and Cedar Rapids, Iowa, Class I prices to producers advanced 5 cents and 13 cents respectively.

Importations of dairy products continue. Cheese receipts were particularly heavy — 6,205,889 pounds in December — compared with 5,880,966 pounds a year earlier. For the elven months of 1937, the United States imported nearly 56,000,000 pounds of cheese which, in milk equivalent, approximated 600,000,000 pounds of 3.5 percent milk.

Evaporated and condensed milk production in December was around 115,000,000 pounds compared with 102,000,000 pounds in November. Prices paid producers by evaporators averaged $1.71 per hundred pounds of 3.5 percent milk for both November and December, 1937, and $1.62 in December, 1936.

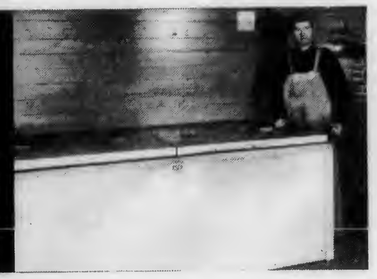
Oleomargarine production with 37,000,000 pounds in November, 1937, exceeded the 1936 production by approximately 3,000,000 pounds. Consumption of butter for the same period was up 6,000,000 pounds over November, 1936, and up 26,000,000 pounds for the eleven-month period. Butter production during November, 1937, on the other hand, was 9,000,000 pounds below the November, 1936, production of 111,535,000 pounds.

Ed: "While we're sitting in the moonlight, I'd like to ask you—"

Co-ed: "Yes, darling?"

Ed: "If we couldn't move over. I'm sitting on a nail."

"THAT'S A GREAT MILK COOLER . . . WOULDN'T BE IN BUSINESS WITHOUT IT. ONLY COSTS ME $1.67 PER MONTH TO OPERATE."
says EBEN HAGGETT, MAINE



SAY "GOOD-BYE" TO REJECTED MILK with an ESCO "NI-AG-RA"

READ WHAT THESE ESCO USERS SAY

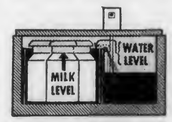
"I am one of the first producers on my route and it is often noon before my milk reaches the plant, but I have never lost a single can of milk since using my ESCO Cooler. Before that I have had a good many cans returned," says Louis Bannow, Mich.

★

"The ESCO Electric Milk Cooler that you installed for me two years ago is most satisfactory. Even during the hot weather of August, it used only about 2c worth of electricity per can of milk cooled," says Walter J. Seidel, Pa.

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"Since purchasing my ESCO Cooler, my milk has been fully protected from summer heat and from freezing in winter. "The trouble-free service and low operating cost are greatly appreciated," says Laurier A. Maynard, Mass.



6-can capacity . . . 3 cans of night milk . . . Water is above milk level in all cans . . . all the milk to the very top of every can will be cooled to BELOW 50° IN AN HOUR OR LESS.

Pat. Nos. 1,782,840 1,982,670



3 morning cans added (6 in all). Water level AUTOMATICALLY ADJUSTED. All milk cooled in one hour or less . . . and ready to ship.

You can produce better milk and make more money if you cool your milk properly. Install an Esco "NI-AG-RA" Electric Milk Cooler. It pays for itself from the very start. It puts an end to rejected milk from improper cooling and it costs so little to operate.

The New "NI-AG-RA" cools milk better and faster because of the exclusive patented Neck-High Water Leveler. This remarkable device keeps a constant level of icy cold water up around the neck of every can . . . whether one can, half or full capacity is in place.

You also get in the New Esco "NI-AG-RA" complete circulation and positive controlled agitation. Cools all the milk to the very top in every can to 50° or lower in one hour or less. Full storage capacity for both milkings. 2- to 27-can capacities.

No other Milk Cooler has all these exclusive features.

WRITE TODAY. Send postal telling how many cans of milk you ship each day. We will send you complete information. Easy payment plan can be arranged.

ESCO

ESCO CABINET COMPANY
648 E. BIDDLE STREET WEST CHESTER, PA.

Father and Son Banquets Suggested for 4-H Clubs

Attention of Pennsylvania 4-H clubs in agriculture is called to the annual Father and Son Week celebrations suggested by the state Y. M. C. A. and scheduled for the last week of February.

Many 4-H clubs may find it convenient and appropriate to hold a Father and Son Week banquet or celebration during that period. In no phase of our life are fathers and sons so closely associated in the combined activities of home and business as on our farms. 4-H club work also contributes much to character building among rural youth. For both of these reasons it seems appropriate that the 4-H club groups should focus attention upon the father and son relation.

Father and Son banquets may also serve as good opportunities to celebrate the 4-H club achievements of 1937 and an opportunity to plan for a program and the reorganization of the group for the season of 1938. Especially will it be helpful to invite boys who were not members of the neighborhood 4-H club in 1937 and to have them bring their fathers as well.

Tommy was listening to some of his sailor uncle's adventures:

"You see, sonny, I always believe in fighting the enemy with his own weapons," said the uncle.

"Really?" gasped Tommy. "How long does it take you to sting a wasp?"

—*Widow.*

JANUARY, '38, BUTTER PRICES

92-Score Solid Pack

Date	Philadelphia	New York	Chicago
3	34	33½	32
4	34	33½	32¼
5	34½	34	32¼
6	35	34½	32¾
7	34½	34	32½
8	34	33½	32½
10	34¼	33¾	32¼
11	33¾	33¼	32
12	34	33½	32
13	34	33½	32
14	34	33½	32
15	34	33½	32¼
17	34¼	33¾	32¼
18	34¼	33¾	32¼
19	34¾	34¼	33
20	34¾	34¼	33
21	34¼	33¾	33
22	34¼	33¾	33
24	34	33½	33
25	34	33½	33
26	34	33½	33
27	34	33½	33
28	34¼	33¾	33
29	34¼	33¾	33
31	34½	33¾	33
Average	34.21	33.71	32.57
Dec. '37	39.41	38.89	37.34
Jan. '37	34.67	34.17	33.05



FIRST
IN MILK MAKING!

IT MAKES MORE MILK!" You hear those words about Purina Cow Chow from every corner of America when there's talk among dairymen. They see in the milk bucket the difference Cow Chow makes. Whether it's fed straight or used to supplement farm grain, Cow Chow proves its worth many times over in milk performance. It was a milk-making favorite in the early part of the 20th century. Today, it's still *first in profitable milk making!*

Do you want more milk? Do you want to make more net profit per cow? If your answer is "Yes" to these two questions —change to Cow Chow. The difference you see in the milk bucket month after month will be mighty satisfactory. Your yearly net profit per cow will be evidence enough that you are money ahead in feeding Cow Chow—complete or as a supplement —on pasture or in winter!

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INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVIII Philiadelphia, Pa., March, 1938 No. 11



An "Inter-State" Dairy Farm

District Meetings Draw Crowds

FEBRUARY was an eventful month in the history of the Inter-State Milk Producers' Cooperative. During that period, five of the best dairy meetings held in Inter-State territory in many years were sponsored by district organizations. These meetings were in the form of banquets or provided liberal refreshments following the meeting. The attendance was large, ranging from 200 to 400 and, in every case, women were well represented.

New Castle County

The first of the February series was held in District 9, which includes New Castle County, Delaware. A turkey dinner was served in the Middletown school auditorium to 296 persons on the evening of February 3. A full house was obtained in spite of foggy, disagreeable weather. J. Hazel Price, Warwick, Md., did a bang-up job as toastmaster.

The address of welcome was given by Lewis Levinson, Mayor of Middletown, who is known to hundreds of New Castle County farmers. Appearing on the program with him were Richard C. McMullen, Governor of Delaware, and Edward Cooch, Lieutenant Governor. These speakers all recognized the real problems of farmers and urged united action by farmers in meeting their problems. Their appearance at the meeting was cheered by the members.

A. H. Lauterbach, general manager of Inter-State, discussed the work and achievements of the Cooperative and compared conditions in the Philadelphia milk shed with those prevailing in many parts of the country. "Happy" Goldsmith, of the Philadelphia Dairy Council, told the members and visitors present about the value of milk as a food. The high point in the entertainment program was a dancing, singing, and playing act by six-year-old Herbert Barnes.

Franklin County

Similarly successful was the meeting in district 26, Fulton and northern Franklin Counties. This meeting was held Saturday, February 5, in the Lemaster High School and was attended by approximately 200 milk producers and their friends from that area. The dinner was prepared jointly by the ladies of three Lemaster churches.

Speakers on this program included Dr. F. F. Lininger, of Pennsylvania State College, who presented the results of studies showing the trends of production in Pennsylvania. He pointed out that the difference between fall and spring production is becoming wider each year. It is obvious that if this trend continues a few years more there will not be enough milk produced in the milk shed to supply our needs in the short fall months.

George Hauptfuhrer, vice-president of the Supplee-Wills-Jones Milk Company, outlined to the producers some of the problems confronting milk distributors. He stated that their payroll to farmers in that section of Pennsylvania exceeds $1,000,000 per year.

Mr. Hauptfuhrer called attention to the labor situation and its effect on distribution costs, adding that other distribution costs which are increasing are — taxes, social security payments and unemployment compensation taxes, the latter two having been added to the cost of doing business within the last two years.

In discussing producer problems, A. H. Lauterbach, general manager of the Inter-State, emphasized the need for a level production plan. As to the effect of the Cooperative in this market, Mr. Lauterbach compared prices received by our own producers during the summer of 1937 with those received in New York, most of New England, and other milk sheds. The average price received last summer by Franklin County producers supplying the Philadelphia market was approximately 90 cents per hundred higher than in sections of the New York milk shed similarly situated.

Hurlock Shippers

On February 7 an evening meeting was held at Hurlock, with producers shipping to the Hurlock receiving station in attendance. Although not a banquet meeting, refreshments were served at the close of the program to about 400 persons—members, their wives and friends.

Mr. Lauterbach appeared on this program also and presented information similar to that which was presented at the Middletown and Lemaster meetings. Another highlight of this program was the talk by Dr. H. C. Byrd, president of the University of Maryland. Dr. Byrd gave a forceful talk on the value of cooperatives and urged strong farm organizations as the solution to farmers' difficulties which has the most promise of success. It is significant that a university president is so concerned over the farm situation that he should attend county meetings of farm organizations.

R. S. Brown, Talbot County agricultural agent entertained with several songs.

Montgomery County

A meeting was held, on Wednesday, February 9, at Collegeville, Pennsylvania, for members in district 1. This dinner meeting was attended by about 250 members with their friends, including a good representation of women. Appearing on this program were Mr. Lauterbach, Dr. Kenneth Hood of Pennsylvania State College, Howard G. Eisaman, chairman of the Pennsylvania Milk Control Commission, and Secretary of Agriculture J. Hansell French.

The seasonal trends in milk production were discussed by Dr. Hood, while Mr. Eisaman told the guests some of the problems of milk control and the accomplishments of the Milk Control Commission in Pennsylvania. He expressed regret over the controversy on the bonding provision of the control law, which has caused many farmers to lose

(Please turn to page 11)



Pasture scene on farm of Colgan Wiley, Oxford, Pa. Picture sent by Mrs. Harry Wiley.

Milk Flavors Are Important

We are now approaching the time of the year when, for various reasons, some producers fail at times to give their milk the proper care. The outcome is usually one or several cans of milk returned to the farm on account of bad flavors or odors.

I should like to suggest that, when milk is returned to you on account of objectionable flavors or odors, you get in touch at once with the Inter-State field representative in your territory. He is at your service and will give you every help possible in finding the cause of the trouble and in pointing out how to overcome it. I should like to suggest also that you get in touch with some of your neighbors who don't have this difficulty and find out from them just how they cool their milk and handle their utensils, also how they feed their cows during seasons when garlicky or grassy odors are most common in milk and offer a serious problem on quality.

This situation is much more serious than many of our members realize. Every once in a while we find that some member thinks if he can "get by" that is all that is necessary. Every time someone "gets by" with milk that is not of the highest quality and flavor it brings about more sales resistance and is likely to stop someone from drinking milk. That means smaller Class I sales and lower prices for all the producers.

One of the important services of the Cooperative is to give members help when they run into difficulties of this kind. Get in touch with us immediately when any of your milk is returned.

A. H. Lauterbach

Two Milk Hearings Scheduled In March

The Pennsylvania Milk Control Commission has called a hearing on milk prices, to be held at the Adelphia Hotel, in Philadelphia, at 10:00 a. m., on Thursday, March 10. This hearing was requested by milk distributors of the Philadelphia marketing area to hear testimony relative to a change in price schedules. Milk dealers have been insisting that higher labor costs, increasing taxation, and other increased costs have brought about a situation where a wider spread is essential.

The Cooperative will be present at this hearing to present evidence as to cost of production, the labor situation on farms, and related data.

The Federal hearing, to be conducted by the Dairy Section of the Agricultural Adjustment Administration, has been scheduled for Thursday, March 17. The hearing will be held in the Betsy Ross Room of the Benjamin Franklin Hotel and is being called for the purpose of obtaining uniform prices, under similar conditions, throughout the entire Philadelphia milk shed. The hearing was requested by the Inter-State Milk Producers' Cooperative, following a meeting of the Executive Committee on December 22, 1937.

The AAA, at this hearing, will not be concerned with retail prices to producers but will confine its attention to prices of milk delivered to out-of-state receiving stations and to milk hauled direct to Philadelphia from points outside of Pennsylvania.

Patronize REVIEW Advertisers.

Leading Milk Counties

Los Angeles County, California, was the leading milk producing county of the nation in 1934, according to a recent U. S. Census report. St. Lawrence County, New York, was second. Their production was 54 million and 48 million gallons, respectively. Lancaster was the leading Pennsylvania county, with more than 25 million gallons, and Chester county produced about 24 million gallons. These counties ranked 25th and 31st, respectively, in the entire country. Wisconsin had 24 counties among the first 50.

●

Federal Aid For Building

Several features of the recently amended National Housing Act should prove particularly interesting and helpful to farmers desiring to finance the cost of repairing, rebuilding or modernizing their homes, barns and other service buildings.

New dwellings, garages, barns, silos, hog, poultry and milk houses and other such structures may now be built with loans insured by the Federal Housing Administration, this feature of the National Housing Act being a special opportunity for farmers desiring to improve their living conditions or increase the efficiency of their farm business.

Financial help can be obtained within certain limits for any improvement which becomes a part of the building but is not available for the purchase of movable equipment. Details of the new plans may be had by writing the Federal Housing Administration, Washington, D. C.

Moore Appoints New Board

Governor A. Harry Moore, of New Jersey, announced early in February the personnel of the new Milk Control Board. The members are Jacob Tannis, Newton; P. D. Van Mater, Freehold; John V. Bishop, Columbus; Chester Schump, White House; and William H. Hyatt, Jersey City.

Bishop, a member of the first control board in 1933, operates a large dairy farm in Burlington County and is a member of the New Jersey State Board of Health. Van Mater, of Monmouth County, is well known among Jersey cattle breeders and owns a herd of nearly 100 Jersey cows.

Schump owns a dairy farm in Hunterdon County and is also a partner in a milk processing and distributing business at White House. Tannis operates a large Sussex County farm, which is stocked with Guernseys, and conducts a milk business serving Paterson and Hackensack.

Hyatt, appointed as a consumer representative, has had no previous connection with the milk industry.

Members of the New Jersey Board are paid $10.00 per day for actual services, plus expenses. The Governor, in announcing the appointments, stated in effect that if the Board does not meet with success there will be further replacements.

Violent exercise after forty is especially harmful if you do it with a knife and fork.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Inter-State Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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Federal Milk Regulation Wins In Court Again

Federal regulation of milk markets was given another O.K. on February 7, when the United States Court of Appeals reversed a decision of a Federal District Court which outlawed Federal regulation of milk in Washington, D. C.

In this particular case, 12 independent Maryland and Virginia milk producers attacked the milk marketing agreement for the District and were upheld by the District Court. Upon appeal, the Court of Appeals held that these producers did not have sufficient interest to maintain the suit. The Court said, in part, of these producers: "They occupy no position in relation to the dairy companies which warrants an appearance here in the latter's behalf."

The Court also stated that there must be actual or threatened impairment of rights for the court to intervene and the rights of these producers were not impaired or threatened by the milk order for the District.

This court decision has far-reaching effects as it is expected to stop a practice sometimes used by milk dealers of having producers appear for them in cases of this kind.

In spite of the action of the lower court in October, 1936, the price of milk was advanced in the District of Columbia to both producers and consumers, and has been maintained at about the same level since that time.

●

Figuring the Milk Check

Students of vocational agriculture in Montgomery and Bucks County high schools will soon have the veil of mystery removed from the method of figuring the milk checks their dads get. Plans are now under way to give an occasional period in the classroom to this practical arithmetic problem.

The basis of the utilization system of selling milk is first outlined and, with that understood, the steps needed to figure out a milk check are explained and the arithmetic applied to the production of their own herds.

Help on this project is being extended agricultural teachers in this area by the Inter-State, including supplying price schedules and classification percentages essential for figuring the milk check.

●

New Jersey Court Upholds Control Board

In a suit brought by the Reck Dairy Company and the Reck Milk Company, both of Trenton, the New Jersey State Supreme Court ruled that the Milk Control Board was within its powers in refusing to grant those firms new licenses last July.

The companies attacked the constitutionality of the milk control act, this contention being dismissed by the court, which pointed out that the issue had been determined in prior litigations.

An appeal to the Court of Errors is open to the companies, and until the cases are finally disposed of, these firms are permitted to operate.

One Way Out

A representative of the Pennsylvania Milk Dealers Association has stated that his organization has effected an annual saving, by getting the bonding provision of the milk control law set aside, of $150,000 to $200,000 a year. That is big money in any man's language. We don't blame them for wanting to save it.

But we would like to know how much producers lose every year because milk dealers "renege" on paying for milk delivered to them in good faith and also by paying less than established prices. We have a hunch that would be really big money.

Perhaps that expense of bond premiums can be saved. Here is a suggestion. Let the Pennsylvania Association of Milk Dealers establish a sinking fund, or their own bonding company, on a mutual basis according to volume of milk handled. Then, whenever *any* milk dealer in the state fails, reneges, cheats, or for any reason fails to pay his producers in full within a certain time, perhaps ten days, after the monthly settlement is due, the producers would be paid by the dealers' association.

Some such action would be a demonstration of good faith. It would be in sharp contrast to the present policy of fighting in the courts to retain an old method whereby some of their fellow dealers who can't or won't pay producers in full are allowed to continue to hurt, by such actions, the entire milk industry.

●

Dr. Weaver Retires

Farmers and dairymen of Pennsylvania and the entire Philadelphia milk shed will be sorry to hear of the retirement of Dr. F. P. Weaver, head of the department of agricultural economics at Pennsylvania State College. Dr. Weaver has been in ill health for several years and this has forced his retirement, effective on March first.

He has had a varied career, starting out as a school teacher at 17, teaching himself in chemistry and supplementing this with a brief college course, which led him to a position as assistant in agricultural chemistry at Pennsylvania State College. While in this position he completed six years' of educational work in three and one-half years.

Dr. Weaver has been called upon by Ex-governor Pinchot and Ex-president Hoover on taxation problems and was an advisor in the Dairy Division of the Agricultural Adjustment Administration.

If you were the boss—would you hire or fire yourself?

Give Boost to 4-H Work

Again in 1938, members of 4-H dairy clubs are being extended extra help in dairy demonstration projects. The Cooperative has arranged plans in Pennsylvania, Maryland and Delaware to encourage such demonstrations and is urging that the project cover "producing and handling clean milk".

In New Jersey, where no demonstration contests are held, the Cooperative is arranging to participate in 4-H dairy club meetings where the use of the microscope will be demonstrated and the simple practices which help insure high score milk are outlined.

The dairy demonstration project, as outlined in these three states, calls for two members of a 4-H dairy club, boys or girls or a boy and a girl, to put on a 15 minute demonstration of the necessary practices in producing clean milk and protecting it from contamination. The practices demonstrated must be practical and adaptable to any farm producing milk for a fluid market. The successful demonstrations will emphasize methods rather than elaborate equipment.

Winners in county demonstration contests will compete in the state contests and state winners will be eligible for the national contest which will be held at the National Dairy Show at Columbus, Ohio.

Cooperating with the Inter-State in promoting these 4-H dairy demonstrations in Pennsylvania are the Pittsburgh District Dairy Council and the Dairymen's League Cooperative Association; and in Maryland, the Maryland-Virginia Milk Producers' Association.

●

Baltimore Producers Pay Tribute To I. W. Heaps

When dairymen get together and talk about successful milk marketing cooperatives "the Baltimore association" is invariably mentioned and looked up to as an example.

This organization, recently reorganized as the Maryland Cooperative Milk Producers, Inc., celebrated its twentieth anniversary on January 27 and on that occasion special tribute was paid to I. W. Heaps, its guiding influence during those years.

Many cooperatives have since adopted policies first developed by Mr. Heaps and executed successfully in the cooperative he manages. His influence is felt in dairy marketing work throughout the nation.

The Maryland Farmer describes the work and deeds of Mr Heaps as more enduring than monuments of marble. It outlines the work of the producers who constitute the Baltimore market and, in doing so, pays this tribute to Mr. Heaps:

"And back of all this looms the shadow of a man . . . Isaac Wallace Heaps, secretary-treasurer and manager, the only one in the United States who has continued twenty years as the manager of a milk marketing cooperative. Mr. Heaps is the personification of the observation of the philosopher Emerson that an institution is but the shadow of a man. Mr. Heaps, however, is vehement in insisting that Emerson's view should be amended into the plural men and the addition women. For he never tires of declaring that the men and women in homespun on the farms are the foundation for this monument in milk about which this is written.

"As every dog seems entitled to at least one bite this writer grabs this chance to say that, after over fifty years experience as a newspaper reporter in close and confidential contact with giants whose slogan it was 'We Build'; and, after fifteen years arguing it with Mr. Heaps, it is only proper to declare that Mr. Heaps was the architect who blueprinted and the bricklayer who lay, brick by brick, the sturdy frame work of Baltimore's peerless MILK MONUMENT."

●

Getting the Short End

"Everything we use or come in contact with all day long is touched at almost every turn by organization, that is, everything except the hound dog and rooster," thus spoke a farmer who apparently gave this matter some thought.

Going on, he said, "The overalls I wear are made by union labor (organization) in a factory owned by a company represented by a trade association or two (more organization) hauled on railroads with their association (still more organization) operated by members of the brotherhood of railroad trainmen (yet more organization) delivered to the store by a truckman (probably organized, too) the storekeeper belonging to a merchants' association (organized to protect his interests).

"The same is true of the milk bucket we use every morning and night. And when the milk we put into that bucket finally gets to town it is distributed by a dealer who belongs to *his* association or associations and by drivers who know that by organization they get pretty much what they want."

This farmer analyzed further and summed up the situation by saying "And almost every day I run across farmers who think they can get along without belonging to any marketing or purchasing organization, yet kick like a Missouri mule because the farmer is always getting the short end of the stick."

It's Our Battle, Too

The "train length" bill now before the Congress is not an agricultural bill but it would hit almost every farmer in the nation in a weak spot—his pocketbook. It's our job to fight that bill.

The bill is called a "safety" measure—but putting more trains on the tracks will increase hazards of train operation—in the yards, on the tracks, entering or leaving sidings and at crossings. The real purpose appears to be to make more jobs.

This bill would mean more unnecessary jobs with more wages and higher costs, more locomotives and fuel and higher costs, more equipment to do the same work and higher costs. Those costs can be paid in only two ways—by cutting corners and giving poorer service or by boosting rates, or both. In either case, we lose.

No farmer wants poorer service because many of our products are perishable—must be moved on time. And any increase in rates is taken off prices farmers get—added to prices farmers must pay for supplies.

It will cost only three cents to do something about it. Send a post-card to each of your two Senators at the Senate Office Building and to your Representative at the House Office Building, Washington, D. C., telling them to "Kill that train length bill". Sign your name and address. That's plain language, they'll understand it.

●

Maybe Its Human Nature

He was caught in the sharp downswing of prices of ast fall—sometimes called the recession. And he lost $1200 on the steers he fed for an early market.

In telling the story to the manager of a milk cooperative in a nearby milk shed this farmer was bemoaning his luck (bad, in this case) and the co-op manager asked, "Well, who are you going to cuss for that loss?"

Back came the answer, "If I had lost it in milk I'd cuss you!"

●

McDowell Gets Appointment

Harris B. McDowell, Jr., Middletown, Delaware, has recently been appointed to membership on the Delaware State Board of Agriculture by Governor Richard C. McMullen. Mr McDowell has been very active in the work of the Inter-State Milk Producers' Cooperative and is president of district 15 and a member of the Wilmington Marketing Committee.

Supplementary Notes To Price Table On Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5% butterfat basis from the 4% basis included in its orders.

‡Class 1A (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading, Tamaqua, and Tyrone markets.

†January only.

The January average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in Pennsylvania for January as set by the Control Commission is $1.28 per 100 pounds of 3.5% milk ($1.45 for 4% milk) f.o.b. dealer's plant or receiving station, and for February it is $1.19 ($1.35 for 4% milk). Class III price at receiving stations in Maryland and Delaware was $1.18 for 3.5% milk in January and $1.09 in February. Class III price for 3.5% milk f.o.b. Wilmington was $1.38 in January and $1.26 in February.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, January and February, $2.76; Class I Grade A, January and February, Grade B price plus butterfat and bacteria bonuses, or $3.16.

Class II, January and February, $2.00.

Class III, January, $1.35; February, $1.25.

"Dad, what is a traitor in politics?"

"A traitor, my son, is a man who leaves our party and goes over to the other side."

"Well, then, what's a man who leaves his party and comes over to your side?"

"A convert, my son."

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of January, 1938:

Butterfat Tests	2134
Plants Investigated (first half Jan.)	23
(second half Jan.)	28
Calls on Members	938
Quality Improvement Calls	12
Herd Samples Tested	143
Microscopic Tests	61
Membership Solicitation Calls	164
New Members Signed	39
Educational Meetings	16
Attendance	2035
Local Meetings	20
Attendance	612

Prices Paid by Philadelphia Distributors
Weighted Averages, January, 1938

Abbotts	Philadelphia, Pa.	$2.60
Baldwin Dairies	Philadelphia, Pa.	2.49
Breuninger Dairies	Philadelphia, Pa.	2.65
Wm. Engel Dairies	Philadelphia, Pa.	2.73
Gross Dairy	Philadelphia, Pa.	2.72
Hamilton Dairies	Philadelphia, Pa.	2.66
Missimer Dairies	Philadelphia, Pa.	2.71
Mosebach Bros.	Philadelphia, Pa.	2.74
Scott-Powell	Philadelphia, Pa.	2.54
Supplee-Wills-Jones	Philadelphia, Pa.	2.52

Classification Percentages — January, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	*Class I*	*Class IA*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	74.3	—	25.5	.2	73% of Class I
Baldwin "B"	70	—	17	13	
Baldwin "A"	80	—	7	13	
Billman & Stegmeier	72	5	23	—	
Blue Hen Farms	73.5	—	6.7	19.8	
Breuninger	82	—	11	7	68% of Production
Clover Dairy Co.	75.02	—	12.84	12.14	77% of Production
Delchester Farms	60	—	40	—	
Engel Dairy	86	—	14	—	
Fraims Dairies	78.90	—	14.72	6.38	
Chas. Gross	86	—	14	—	
Hamilton Dairies	80	—	20	—	
Harbison Dairies	80	—	11	9	76% of Class I
Harshbarger	58.5	9.7	31.8	—	
Hernig	57	—	43	—	
Highland	70	—	30	—	
Hoffman	42.3	8.9	48.8	—	
Keith's Dairy	85	10	5	—	
Martin Century	80.6**	—	19.4	—	75.8%ofProduction
McMahon Dairy	81.58	4.27	—	14.15	
Missimer Dairies	84	—	16	—	
Mosebach Brothers	89.25	—	6.14	4.61	
Nelson Dairies	67	—	19	4	
Penn Cress	48.9	2.25	48.85	—	
Scott-Powell	70	—	27	3	80% of Production
Strickler Dairy	51	8	41	—	
Supplee-Wills-Jones	67.36*	—	32.64	—	81.7% of Class I
Sypherd's Dairy	80.2	—	15.3	4.5	
Turner & Wescott	68	—	32	—	
Waple Dairies	69.1	7.1	—	23.8	
Wawa Dairies	79	—	21	—	

NEW JERSEY

	Norm	*Cream*	*Excess*
Abbotts Dairies	67.5	32.5	Balance
" " "A"	90	10	Balance
Scott-Powell	96.5	3.5	Balance
Suburban Dairies	90.9	9.1	
" " "A"	75	25	
Supplee-Wills-Jones	100	—	Balance

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price (one cent per 100 pounds below Class I prices quoted on page 7) on about 4.74% of Class I milk delivered by producers delivering to Pennsylvania points and to Hagerstown and Princess Anne receiving stations.
** Martin Century paid in January, Class I, 62.8% at $2.6? and 17.8% at $2.88, Class II, 15.1% at $1.75 and 4.3% at $1.79. (Prices for 3.5% Grade "B" milk, f.o.b. Lansdale.)

Young Jimmy was pushing his baby sister's perambulator down the street.

"Hey, Jimmy," called his buddy from across the street, "do you get paid for that?"

"Naw," replied Jimmy, disgustedly, "this is a free wheeling job."

Difficulties strengthen the mind as labor does the body.—*Seneca.*

Life isn't in holding a good hand but in playing well the hand we hold.

"Remember, my boy," said the elderly relative, "that wealth does not bring happiness."

"I don't expect it to," answered the young man. "I merely want it so that I may be able to choose the kind of misery that is most agreeable to me."

Prices *3.5% Grade "B" Milk (Prices quoted are f. o. b. Delivery Point)

January Averages and January and February Schedules. (Explanatory Notes on Page 6, Col 1.)

Buyer	Delivery Point	Average Price Paid in Jan.	Class I Price Jan. & Feb.	Class II Price January	Class II Price February
Harshbarger, J. E.	Altoona, Pa.	$2.30	‡$2.76	$1.72	$1.59
Hoffman's Dairy	Altoona, Pa.	2.18	‡2.76	1.72	1.59
Keith's Dairy	Altoona, Pa.	2.63	‡2.76	1.72	1.59
McMahon Dairy	Altoona, Pa.	2.52	‡2.76	1.72	1.59
Supplee-Wills-Jones	Bedford, Pa.	2.16	2.37	1.72	1.59
Peter Hernig	Boiling Springs, Pa.	2.16	2.48	1.74	1.61
Harbisons	Brandtsville, Pa.	2.32	2.52	1.74	1.61
Harbisons	Byers, Pa.	2.32	2.52	1.74	1.61
Harbisons	Carlisle, Pa.	2.32	2.52	1.74	1.61
Harbisons	Centerville, Md.	2.28	2.48	1.68	1.49
Supplee-Wills-Jones	Centerville, Pa.	2.06	2.24	1.70	1.57
Hershey Creamery Co.	Chambersburg, Pa.	$1.95-$1.80			
Supplee-Wills-Jones	Chambersburg, Pa.	$2.21	2.45	1.73	1.60
Highland Dairy	Chester, Pa.	2.55	2.88	1.79	1.66
Miller-Flounders	Chester, Pa.	2.55	2.88	1.79	1.66
Supplee-Wills-Jones	Chestertown, Md.	2.22	2.48	1.68	1.49
Scott-Powell	Clayton, Del.	2.24	2.50	1.68	1.49
Abbotts	Coudersport, Pa.	2.13	2.28	1.71	1.58
Penn Cress Ice Cream Co.	Cresson, Pa.	2.23	2.76	1.72	1.59
Abbotts	Curryville, Pa.	2.20	2.37	1.72	1.59
Highland Dairy	Doe Run, Pa.	2.37	2.65	1.72	1.59
Supplee-Wills-Jones	Duncannon, Pa.	2.26	2.52	1.74	1.61
Abbotts	Easton, Md.	2.26	2.46	1.68	1.49
Delchester Farms	Edgemont, Pa.	2.44	2.88	1.79	1.66
Turner & Wescott	Glenroy, Pa.	2.29	2.55	1.75	1.62
Abbotts	Goshen, Pa.	2.33	2.53	1.74	1.61
Supplee-Wills-Jones	Hagerstown, Md.	2.16	2.39	1.68	1.49
Supplee-Wills-Jones	Harrington, Del.	2.22	2.48	1.68	1.49
Supplee-Wills-Jones	Huntingdon, Pa.	2.20	2.43	1.73	1.60
Harbisons	Hurlock, Md.	2.26	2.46	1.68	1.49
Nelson's Dairies	Jeffersonville, Pa.	2.45	2.88	1.79	1.66
Abbotts	Kelton, Pa.	2.34	2.55	1.75	1.62
Abbotts	Kempton, Pa.	2.32	2.52	1.74	1.61
Supplee-Wills-Jones	Kennedyville, Md.	2.22	2.48	1.68	1.49
Harbisons	Kimberton, Pa.	2.32	2.52	1.74	1.61
Martin Century Farms	Lansdale, Pa.	2.52	2.88	1.79	1.66
Supplee-Wills-Jones	Leaman Place, Pa.	2.30	2.57	1.75	1.62
Supplee-Wills-Jones	Lewistown, Pa.	2.21	2.45	1.73	1.60
Sypherd Dairies	Lyndell, Pa.	2.34	2.52	1.74	1.61
Harbisons	Massey, Md.	2.28	2.48	1.68	1.49
Supplee-Wills-Jones	Mercersburg, Pa.	2.21	2.45	1.73	1.60
Harbisons	Millville, Pa.	2.22	2.40	1.73	1.60
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.22	2.48	1.68	1.49
Supplee-Wills-Jones	Nassau, Del.	2.20	2.45	1.68	1.49
Scott-Powell	New Holland, Pa.	2.30	2.56	1.75	1.62
Abbotts	Oxford, Pa.	2.34	2.55	1.75	1.62
All Distributors	Philadelphia, Pa.	(see page 6)	2.88	1.79	1.66
Abbotts	Port Allegany, Pa.	2.13	2.28	1.71	1.58
Scott-Powell	Pottstown, Pa.	2.34	2.61	1.75	1.62
Supplee-Wills-Jones	Princess Anne, Md.	2.14	†2.37	1.68	1.49
Abbotts	Providence, Md.	2.28	2.49	1.68	1.49
Supplee-Wills-Jones	Red Hill, Pa.	2.30	2.57	1.75	1.62
Breuninger Dairies	Richlandtown, Pa.	2.35	2.52	1.74	1.61
Sheffield Farms	Rising Sun, Md.	2.26	($2.26 for all milk in January)		
Harbisons	Rushland, Pa.	2.32	2.52	1.74	1.61
Scott-Powell	Snow Hill, Md.	2.13	2.34	1.68	1.49
Abbotts	Spring Creek, Pa.	2.10	2.24	1.70	1.57
Duncan's Dairy	Springfield, Pa.	2.55	2.88	1.79	1.66
Harbisons	Sudlersville, Md.	2.28	2.48	1.68	1.49
Billman & Stegmeier	Tamaqua, Pa.	2.48	‡2.76	1.72	1.59
Supplee-Wills-Jones	Townsend, Del.	2.22	2.48	1.68	1.49
Waple Dairies	Tyrone, Pa.	2.28	‡2.65	1.72	1.59
Supplee-Wills-Jones	Waynesboro, Pa.	2.21	2.45	1.73	1.60
Eachus Dairy	West Chester, Pa.	2.55	2.88	1.79	1.66
Blue Hen Farms	Wilmington, Del.	2.36	2.67	1.93	1.66
Clover Dairies	Wilmington, Del.	2.41	2.67	1.93	1.66
Fraims Dairies	Wilmington, Del.	2.47	2.67	1.93	1.66
Silver Seal (Delaware only)	F. O. B. Farm	2.17			
Supplee-Wills-Jones	Zieglerville, Pa.	2.30	2.57	1.75	1.62

A Page for Inter-State Women

The Farm Home—A Vital Change

By Dr. Howard W. Beers

"Is that your cow, Bert?"

Lazily switching one ear, firmly chewing a cud and looking quietly down both sides of her face, a black and white cow had taken her stand in the middle of the paved road that now ran between house and barn. From a window, Bert's wife saw the danger to traffic. As the call to Bert left her lips, she felt quickly that somehow the wrong words had been used. Was it his cow? How had she happened to ask? It disturbed her to realize for the first time that their cow barn housed a herd of strangers. She didn't know them.

Her mother would never have asked such a question. She always knew the cows. So did Bert's wife as a girl. Quickly through her mind flashed memories of Bess, Speckle, Blackie, Queen and a score of other old friends that had stood in her father's barn.

The Farm a Community

Farm life then was different. Each animal seemed almost like a person well known to all. The farmer's family and his animals were a little community, a network of mutual intimacies and affections. The cow and horse, the hen and sow were neighbors to the people at the house. Even some of the equipment seemed part of this community and was accepted into the imaginary circle of those who belonged to each other. The buggy, the churn, pa's hat, even the pitchforks that hung tines up on the barn wall.

Bert appeared from somewhere, urged the cow into motion and she plodded calmly from danger. His wife returned to her work, but little streams of memory had begun to merge with questions in her mind.

She had said "your", not "our" cow. She had not known whether it belonged to them or to a neighbor. Was she so different from her mother? Would all farm women today have reacted in this way? Was the home and family side of farming getting split away from the business side?

Woman's place in the family and community had certainly changed. In her grandmother's day it was considered almost wrong for women to think of going to college. Most women of that day hadn't even begun to think about whether they wanted to vote. They didn't prepare for jobs—even many of the school teachers were men. Except for churches and the grange, what few organizations there were for rural people were not for women.

How could changes have come so quietly? How could they have been accepted so unconsciously? Did they have anything to do with her failure to recognize their own cow? Perhaps this would have to be answered in some other way.

For one thing, she hadn't milked a cow in nearly twenty years. Bert now milked with a machine. He farmed differently in other ways, too. He had more cows than her father ever had; he farmed with more machinery, he used more fertilizer. The products from the farm were all sold. The food they ate, the clothing they wore, was nearly all purchased. Those things, were not so true even in her girlhood. It occurred to her that farming as Bert farmed was more of a business than farming had been to her father and grandfather. Perhaps this partly answered her question. Perhaps as farming becomes more of a business, it is less a part of family life. She thought about this for a moment and wasn't sure she liked the thought.

Farm Now a Business Apart

A new ensilage cutter had been assembled near the barn the other day. She had seen the men working on it. It had occurred to her then that she and Bert hadn't discussed the purchase before it was made. Certainly her father never had made an important purchase like that without first talking it all over with her mother. Bert and she had talked many times, however, before the old car had been traded for a new one last year. Then there was that new insurance policy. Bert had discussed it thoroughly with her, and they had made a decision together.

Perhaps the farm business was being run more and more by Bert, but that strictly family affairs were being handled by them both. Again, she wasn't sure she liked this development. She had always thought farming to be the best possible life because the whole family was so closely knit by common interests. Farming and living were interchangeable words for people who lived in the country.

Recently Bert's wife had heard a speaker say that community life in "the old days" took care of itself, but that now life is so fast and complex that whatever community life there is has to be carefully built. People have to give deliberately time and energy to community interests and activities or the community dies out socially. The speaker had said that this job of building and steering communities would be increasingly a job for women. Since the beginning of time they had been more skillful in social relations than men, and now they are less busy with other things.

New Opportunities Open

She had liked the speech because it made her feel that she had been doing things correctly. She belonged to more organizations than Bert, and was even holding office in two of them. Certainly there had been no opportunity for her mother to have such an experience. Of course, Bert did belong to the grange and the cooperative.

Certainly she was becoming community minded . . . but this question of not knowing their own cows . . . she glanced at the clock. It was milking time now. Bert's wife tossed a wrap over her shoulders and ran quickly across the road to the barn. She mustn't let the farm business cease to be *their* business. She was eager to meet the cows!

(***Editor's Note:*** Howard W. Beers, Extension Rural Sociologist at the N. J. State College of Agriculture contributed this little discussion of Bert's wife and her thoughts. What do you think of the situation in which this farm woman found herself?)



Right to left — Daughter Genevieve and son John, nephew Donald McCreary, Mary and Virgil Burket, grandchildren of Mr. and Mrs. Jason Hoover. Loysburg, Pa.

Level Production Ideas Heard

Control Commission Holds Special Hearing

The Pennsylvania Milk Control Commission held a public hearing at Harrisburg, on February 16, to obtain testimony relative to plans for equalizing production throughout the year. The Control Commission had no plan of its own but heard proposed plans which it is taking under advisement. The hearing was attended by approximately 125 persons from widely separated parts of Pennsylvania.

That there is need for some kind of plan for reducing seasonal variations in production was evident from the data presented by Dr. F. F. Lininger, professor of agricultural economics of Pennsylvania State College, who was invited to the hearing by the Commission. His data covered the Pittsburgh and Philadelphia milk sheds and that part of the New York milk shed which lies in Pennsylvania. References were also made to the entire New York milk shed.

Wide Seasonal Variations

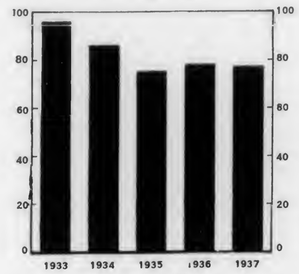
The variations between the months of high production and months of low production in these milk sheds were presented by Dr. Lininger, over a period of years. It was evident that in the Philadelphia area, where the base-surplus plan had been in operation for several years, the fluctuations, while the plan was in operation, were relatively small but within the last two or three years have been increasing sharply.

The Pittsburgh milk shed, which followed such a plan for about four years, showed a marked reduction in seasonal variations during the period the plan was in operation, but since its abandonment the variation has again increased. The New York milk shed has never had any selling plan designed to even out seasonal variations in production.

No Incentive at Present

Further data was presented to show that under the present plan the producer who maintains a fairly even production can expect only a few cents per hundred higher average price through the year than the producer with a widely fluctuating production. This appears to be due to the fact that, during heavy producing seasons the uneven producer pulls down the price of the even producer, while the even producer helps improve the price of the uneven producer.

NOVEMBER PRODUCTION IN TERMS OF PERCENTAGE OF JUNE PRODUCTION 1933-1937



Source: Inter-State Milk Producers Cooperative Records

Only three plans of "leveling" production were presented at the hearing. One was the Inter-State plan, which would give producers a choice of establishing a quota or continuing on straight utilization. The quota would be established by determining the monthly average production for the year, then eliminating the peaks of any months in which the production exceeded the average too greatly and calculating the quota from the resulting figures.

Two Other Plans

The second plan, proposed by producers and approved by milk dealers in the Johnstown-Altoona area, provided that the months of May, June, and October be eliminated and the production of the remaining nine months be used as the quota for the following year.

The Lehigh Valley organization suggested a plan whereby prices to producers and to consumers would be advanced by approximately 1 cent per quart in the fall months and reduced in the spring months, thereby offering a price advantage to those who produce more of their milk in the fall and winter months.

Milk dealers in the Philadelphia area presented no plan and didn't approve or disapprove any plan proposed. Morris Duane, counsel for the Philadelphia Milk Exchange, urged that any plan that might be authorized by the Milk Control Commission should not be too complicated so as to avoid confusion between dealers and producers or among producers. He said such a plan must be equitable as between producers and as between dealers; also that no new plan be adopted within a market without it first being made public and all producers and dealers in the market be informed about the plan.

Data was presented by a representative of Abbotts Dairies which showed that their two receiving stations in New Jersey received 20 percent and 12 percent, respectively, more milk in May than in November; a Grade "A" station in Pennsylvania showed a 39.3 percent higher production in the high month; a Maryland station, 47 percent more; a nearby Grade "B" station, 44.8 percent more; and a station in the "grass-producing" section of Pennsylvania, 130 percent more in the high month of the year than in November.

The Pittsburgh Experience

The Dairymen's Cooperative Sales Association, although not advancing or opposing any level production program, presented, through their manager, H. B. Steele, data which showed that there was a 55 percent variation from average between the high and low months from 1924 to 1927, before the base-surplus plan was put into operation. From 1929 to 1932, under the base-surplus plan, this variation was reduced to 42 percent, and from 1934 to 1936, with the plan discarded, the variation has again increased to 56 percent from average.

Several producers were present who opposed the adoption of any plan designed to level out production. Most of that opposition appeared to be based upon shortcomings of the old base-surplus plan, which used the three fall months for determing the base and which, in later years "froze" the base to the advantage of some producers and the distinct disadvantage of others.

The Milk Control Commission gave no indication as to whether they planned to issue an order permitting the adoption of level production plans. It was evident, from comments by the commissioners, that any order which might be issued would permit producers and dealers to get together and adopt a plan which would be subject to their review before formal adoption. It was evident, also, that no compulsory order would be issued.

"Now, Norah, when you wait on the guests at dinner, please don't spill anything."

"No, ma'am. I won't say a word."

Profits are a by-product of service.



(Right) Howard W. Wickersham of Chester County

(Below) George C. Maule of Chester County

(Above) Amos Satterthwaite, Bucks County

(Left) John S. Shenk of Lancaster County

Pictures courtesy of Pennsylvania Farmer

Inter-State Members of the 1938 Class of Pennsylvania Master Farmers

Secondary Market Activity

LANCASTER

Most of the marketing agreements signed by producers in the Lancaster area have been accepted and are now in effect. The sales committee is now busy interviewing additional buyers with the aim of securing their cooperation and the cooperation of producers supplying them.

The delegates of all locals of the Lancaster milk shed met on February 21 and laid plans for meetings of all locals to be held during March. These meetings are for members and non-members and will be given over to complete discussions of work now being done and future plans. Questions are encouraged from members and non-members alike. *Watch for notices.*

The management has been following up numerous complaints on inspection, quality and butterfat tests and helping out members on these problems. Should any member have trouble on any of these or other matters he should call the Lancaster market headquarters at phone 2-7977.

SOUTH JERSEY

The market manager has been busy helping many members with sanitary problems arising out of inspections. He has also taken samples from each cow in one herd to make tests for mastitis. Help has been extended several members in connection with norm adjustments.

One distributor, who had more milk than his fluid milk and cream outlets could take care of, had asked several producers to keep a part of their milk at home but agreed to separate this excess milk after the manager found a market for the cream.

A few requests for withdrawal from the Cooperative were made during the regular period. Most of these members have been visited, with the result, in many cases, that upon obtaining a better understanding of the work of the Cooperative and the services it renders the members have agreed to continue.

The regular monthly meeting of the market executive committee was held February 15, with every member in attendance. The committee authorized the manager to work with the Cooperative at the forthcoming Federal hearing for regulation of interstate shipments of milk.

WILMINGTON

Production in the Wilmington market is being maintained at a high level and, with sales down somewhat, the market has more milk than it needs.

Several producers have been discontinued because of inspection. The market manager visited the members who were so affected and got them to meet inspection requirements, with the result that most of them were reinstated and new buyers obtained for the others. Loss of market was prevented in several instances by the work of the manager in helping members get veterinarian certificates before the deadline.

Considerable work is being done to educate the members on the need of meeting inspection requirements so that they will not be turned off from their regular market.

The manager has issued a special warning with the approach of the garlic season. He urges that the cows be kept off pastures containing garlic even if it might mean somewhat smaller production because garlicky milk is almost certain to be rejected with loss to the shipper.

Two excellent dinner meetings have been held in the Wilmington area during the past month, both of which were well attended by members and their wives. The Wilmington market committee meets regularly on the fourth Thursday of every month at 7:30 p.m., in County Agent Worrilow's office, Newark.

ALTOONA-HUNTINGDON

The first annual meeting of the Altoona-Huntingdon secondary market advisory committee was held at the Hollidaysburg Court House, February 22. All committee members except two were present, with many other producers also attending. The result of studies on "cost of production" was given by M. J. Armes of Pennsylvania State College. The meeting was also addressed by A. H. Lauterbach, general manager of the Cooperative.

Officers elected for the ensuing year include: E. J. Farabaugh, president; Preston Smith, vice president; Norman Black, secretary. These men, together with William Wallace of Tyrone and C. E. Koontz of Bedford constitute the executive committee. The executive committee was selected so as to have representation from all parts of the territory supplying milk to these markets.

The Huntingdon County members of the advisory committee met with the dealers of that section on February 15, to discuss price schedules for that area. It was decided by producers and dealers that adjustments in price should be made so as to compare with prices in surrounding areas and this information is being transmitted to the Milk Control Commission.

Several dealers in the area have more milk than they need and, with industrial lay-offs, fluid sales are slack. The committee is looking for a new outlet for a truckload of milk.



0	P	1-P	L-P-K	L-N-P-K
		POUNDS DRY MATTER PER ACRE		
1051	1392	1548	1850	2501
		POUNDS CRUDE PROTEIN PER ACRE		
171	235	266	344	488

PASTURE can be made the most profitable crop on your farm. Properly fertilized to develop grasses and clover, it will greatly reduce the cost of producing milk and meat. Where white clover is desired, an application of 500 lbs. of 5-10-10 or similar analysis per acre has been found profitable. On extra good sods, use a 1:1:1 ratio. Consult your county agent or experiment station regarding the plant-food needs of your soils. See your fertilizer dealer or manufacturer. You will be surprised how little it costs to add the right amount of potash in your pasture fertilizers.

WRITE US FOR FURTHER INFORMATION AND LITERATURE.

American Potash Institute, Inc.

INVESTMENT BUILDING WASHINGTON, D. C.

More Potash means More Profit

District Meetings

(Continued from page 2)

money on milk they delivered to dealers in good faith. The Collegeville meeting was the largest Inter-State meeting in Montgomery County in many years.

A. K. Rothenberger was chairman of the meeting. Entertainment was supplied by a 4-H club orchestra.

Cecil County

Inter-State members of three locals in District 10, Cecil County, Maryland, held a meeting at Elkton on February 17, which taxed the capacity of the hotel and facilities of the town. This banquet was attended by more than 250 members with their friends, County Agent J. Z. Miller serving ably as toastmaster.

This meeting was also addressed by Dr. H. C. Byrd and by Mr. Lauterbach, both of whom delivered messages similar to those at the Hurlock meeting. Russell Kincaid, formerly with General Motors, gave a sparkling talk on the value of cooperation in Denmark and on the need for quality in all products. The spirit and attendance indicated the strong position of the Cooperative in Cecil County, which now has over 500 members in the Cooperative.

The meetings were inspired and managed by the district officers, directors, and field representative in the respective districts. Speakers with reputation and ability were secured and the programs were well balanced, with entertainment features interspersed with the talks. Much of the entertainment was supplied by local talent.

Dr. J. F. Kendrick Named Chief of DHI Division

The Federal Bureau of Dairy Industry has appointed Dr. J. F. Kendrick as Chief of the Division of Dairy Herd Improvement Investigations, effective February 1. He succeeds Dr. J. C. McDowell who retired last December after about 30 years service in the Department of Agriculture.

Doctor Kendrick has been Assistant Chief of the Division for the last 3 years.

Under his direction, the State dairy extension specialists are cooperating with the Bureau to provide a complete file of identification and production records of all association animals, to facilitate the location of outstanding animals for use in breeding up the average dairy herd of the country.



MR. GAYLORD KNOWS WHY HE CHOSE GUERNSEYS

MR. E. K. GAYLORD, well-known Oklahoma City dairyman and publisher.

Says this widely known proprietor of Gaylord Guernsey Farms, "I selected Guernsey Cattle for my farm, for four reasons:

- **"First, because they are the most docile, friendly breed of which I have any knowledge.**
- **"Second, because the distinctive flavor, richness and beautiful color of Golden Guernsey Milk is more satisfactory to customers than milk from any other breed.**
- **"Third, because these cattle are exactly the right size—not too large, and not too small.**
- **"Lastly, because the popularity of Guernsey Cattle is growing more rapidly than that of any other breed."**

Business-minded dairymen in all parts of the country subscribe to Mr. Gaylord's reasoning, and are turning rapidly to Guernsey Cattle. Because premium Golden Guernsey Milk finds such ready acceptance with customers — and commands a premium price in most markets—Guernsey Cattle are a sound investment for progressive dairymen to make. Write to The American Guernsey Cattle Club, 232 Grove Street, Peterborough, N. H., for a FREE copy of the Guernsey Breeders' Journal and a list of breeders having Guernsey Cattle for sale.

PREMIUM GUERNSEY CATTLE produce PREMIUM GUERNSEY MILK

Clipper Headquarters

CLIPPER BLADES SHARPENED

Enclose 50¢ with each set of blades mailed. Satisfaction guaranteed. Prompt service.

Andis & Stewart Electric Clippers — REPAIRS • PARTS • BLADES

GEO. F. CREUTZBURG & SON

Dept. D. - 119 North Sixth Street - Philadelphia

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

"ELECTRIC MILK COOLERS $99.50 WATER SYSTEMS $36.50. Thousands in use. Write for name of nearest Dealer or User and save half. Dept. IR. COMMERCIAL REFRIGERATION CO. INC., Rochester, N. Y."

PUREBRED GUERNSEY BULL CALF—excellent bloodlines, good individual, dairyman's price. Also heifers from good DHIA dams. Accredited herd. GREENFIELD FARM, Ivyland, Bucks Co., Pa.

WANTED—to hear from owner of farm for sale for spring delivery. WM. HAWLEY, Baldwin, Wis.

Team play helps to make work play.

All men are born equal, but they never grow up that way.

Filled Milk Court Victory

In rejecting the appeal of the Carolene Products Company to set aside the Pennsylvania filled milk laws, the Supreme Court of the State found the laws within the powers of the legislature. All costs were assessed against the company which appealed the case.

The Supreme Court, in its decision, held that the possibility of fraud and deception were too great with "filled milk" products. This was shown by experience in the few weeks they were sold when unsuspecting customers who asked for evaporated milk were frequently sold filled milk.

It was admitted that filled milk is wholesome except that it is not suitable for infants because the butterfat has been removed. The legislature, in March, 1923, passed a law preventing entirely the sale of any such compound in the state. The following June another law was passed which, in effect, modified the first law by permitting the sale of these producers only in cans holding five pounds or more and carrying in conspicuous one-half inch lettering the words "Unfit for Infants". This would permit hotels or restaurants to buy and use the product but would effectively discourage its use in the homes where it may be used as a milk substitute with disastrous results to infants.

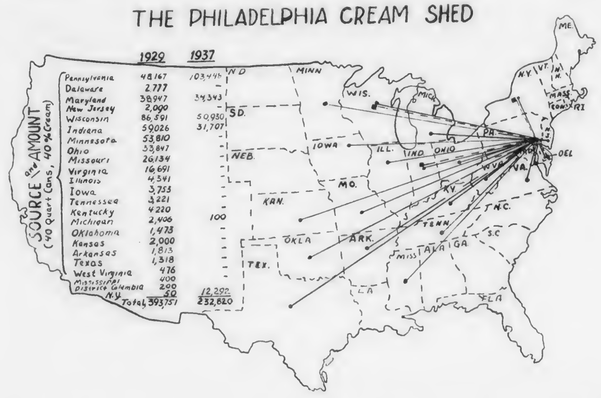
Another State Supreme Court decision, also upheld by the United States Supreme Court, was quoted in which it was said that the State could prohibit the manufacture and sale of oleomargarine. That decision said in part: "The test of the reasonableness of a police regulation prohibiting the making and vending of a particular article of food, is not alone whether it is unwholesome and injurious. If an article of food is of such a character that few persons will eat it knowing its real character; if . . . it can be imposed upon the public as an article of food which is in common use, . . . then we think such a prohibition may stand as a reasonable police regulation, although the article prohibited is in fact innocuous, . . ."

This court victory means that this imitation of milk will not be allowed to steal our Pennsylvania markets. It will not be allowed to beat down our milk prices. Other states may well follow Pennsylvania's lead, enact new and more effective laws to prevent the sale of this concoction.

Stopping the sale of this product was the result of laws obtained by the old Inter-State Association and ably defended by the new Cooperative with the help of the Pittsburgh cooperative and the Dairymen's League. It is estimated that this one job has benefitted every milk producer in Pennsylvania enough to pay all his dues in a milk marketing organization.

Join the picture contest, see page 13.

THE PHILADELPHIA CREAM SHED



The above map shows the states from which cream was shipped to Philadelphia in 1929 (solid lines) and in 1937 (dotted lines). The tabulation at the left gives the number of 40-quart cans of 40 percent cream received from each state in the respective years. It will be noted that there has been a sharp increase in the volume received from Pennsylvania, while the volume received from Wisconsin and Indiana dropped in about the same proportion as the total receipts in the market dropped. Scattering receipts from numerous states have been shut out by more stringent sanitary requirements as now enforced by the Pennsylvania Department of Health.

Honors To "Dutch" Bucher

Twenty-five years of work as County Extension Agent have just been completed by Floyd S. Bucher of Lancaster County, Pennsylvania. Mr. Bucher, known by Lancaster farmers as "Dutch" and also known by that name over all of Pennsylvania, was given an impromptu, honorary degree of "Doctor" at the annual extension meeting in Lancaster County, February 16.

This meeting was attended by about 150 persons, including representatives of the United States Department of Agriculture, and by extension leaders of the Pennsylvania State College. The high point of the event was the presentation of a bronze plaque with the inscription "presented by cooperating farm bodies and individuals in recognition of the enduring value of the Agricultural Extension Service".

Mr. Bucher started his service in Lancaster County in 1913, establishing headquarters on March 8 of that year. His first means of conveyance about the county was a bicycle, then a horse and buggy, and after a year he adopted a motorcycle, which has been his transportation since.

Ammon H. Bucher was elected president of the Lancaster County Agricultural Extension Association at this meeting. H. S. Sloat and M. M. Smith are assistant county agents, and Anne Forbes is the home economics representative in Lancaster County.

Political Speaker: "I'm pleased to see such a dense crowd here tonight."

Voice: "Don't be too pleased. We ain't all dense."

Join the Picture Contest

Open to members of the Inter - State Milk Producers' Cooperative and members of their families.

One dollar will be paid for any picture used on an inside page and five dollars for a picture used on the cover and submitted in this contest by an Inter-State member or member of his family.

Look over your snapshots; pick out the ones that have ***a subject of interest to others, with an attractive background and clear sharp outlines.***

Send them in, giving enough information to identify each one, including your name, name of subjects in picture and anything else of interest.

In selecting pictures for use in the Review *we will favor those supplied by our own members whenever possible.*

Feed Price Summary for February, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	Feb., 1938 ($ per T.)	Jan., 1938 ($ per T.)	Feb., 1937 ($ per T.)	% Change Feb., 1938, compared with Jan., 1938	% Change Feb., 1938, compared with Feb., 1937
Wheat Bran	32.02	30.96	43.30	+3.42	-26.05
Cottonseed Meal 41%	35.99	36.34	45.13	- .96	-20.25
Gluten Feed 23%	38.17	35.24	43.53	+8.31	-12.31
Linseed Meal 34%	52.16	50.62	50.58	+3.04	+3.12
Corn Meal	30.49	31.34	47.18	-2.71	-35.38
Mixed Dairy Rations: 16%	33.72	33.42	43.49	+ .90	-22.46
24%	39.23	38.83	46.25	+1.03	-15.18
32%	41.68	42.14	47.23	-1.09	-11.75
Brewer's Grains	34.57	35.38	42.50	-2.29	-18.66
Alfalfa	24.50	—	25.85	—	-5.22

Want of care does us more damage than want of knowledge.
—*Poor Richard.*

Golfer (far off in the rough): "Say, caddy, why do you keep looking at your watch?"

Caddy: "This isn't a watch, sir, it's a compass."

For two hours he had been the pest of the party. His imitations were terrible, ranging anywhere from George Arliss to a humming bird.

"What would you like to see me imitate now?" asked the bore.

Replied the bored, "How about a ground hog that's seen its shadow?"

The Safer Way to Raise
HEALTHY Calves—



THE Beacon Calf Growing Program is the simpler, safer, more economical way to insure healthy, well developed calves. It practically eliminates the danger of losing or stunting calves through scours or digestive disorders. More — it is simple to follow and saves labor.

This program includes the feeding of Beacon Calf Pellets and Beacon Calf Grain Ration.

Beacon Calf Pellets are the perfect substitute for milk in growing calves to 5 or 6 months of age. Calves raised on them are fully as well grown as on milk and at a fraction of the cost.

Beacon Calf Grain Ration provides the ideal grain supplement. It contains Cod Liver Oil Concentrate which prevents Rickets and helps build strong, well-grown calves. It should be fed first with Beacon Calf Pellets and then used as the only concentrate for growing the heifer to one year of age.

SEND FOR A FREE COPY OF "PROFITABLE DAIRY MANAGEMENT" which describes the Beacon Calf Growing Program.

THE BEACON MILLING COMPANY, INC.
Cayuga, New York

BEACON *Dairy Feeds*

Dr. Naylor's
MEDICATED
TEAT DILATORS
The only soft surface dilators. Fit large or small teats, do not overstretch or tear. Dr. Naylor dilators are sterilized, medicated, saturated with healing ointment. They carry the medication INTO teat canal, keep teat OPEN while tissues heal. Safe and dependable for Spider, Scab Teats, Cut & Bruised Teats, Obstructions. Easy to insert. Stay in the teat. Accept only genuine Dr. Naylor dilators.
LARGE PACKAGE (48 Dilators) $1.00
TRIAL PACKAGE (18 Dilators) .50

UDDER BALM
Soothing, healing ointment for udder and teats. Possesses the same softening, absorbing properties as the ointment in which Dr. Naylor Dilators are packed. 9 ozs. 50 cents

UDDER LINIMENT
MADE WITH OLIVE OIL
A penetrating liquid application for the relief of swelling, inflammation, congestion. Quickly absorbed—not sticky or greasy. Of particular value to producers of certified milk. Pint can $1.00
At reliable dealers or by mail postpaid.
H. W. NAYLOR CO., MORRIS, N. Y.

Horace F Temple
INCORPORATED
PRINTER
WEST CHESTER PENNSYLVANIA

Minister (at baptism): "What is the baby's name, please?"

Father (proudly): "Robert William Montgomery Morgan Maxwell."

Minister (to assistant): "More water, please."

It is better to tell a man of his faults than to speak of them in his absence.

FEBRUARY, 1938, BUTTER PRICES

Date	92-Score Solid Pack Philadelphia	New York	Chicago
1	34¼	33¾	33
2	34	33½	32½
3	33¾	33¼	32¼
4	33¼	32¼	32
5	32¾	32¼	31¾
7	31½	31	30
8	31	30½	29
9	30½	30	29
10	30¾	30¼	29¼
11	30¾	30¼	29¼
14	31	30½	29½
15	31	30½	29½
16	31	30½	29½
17	31¼	30¾	29½
18	31½	31	29½
19	31¼	30¾	29½
21	31¼	30¾	29½
23	31	30½	29½
24	31	30½	29½
25	30½	30½	29½
26	30½	30½	29½
28	30½	30½	29½
Average	31.56	31.13	30.09
Jan. '38	34.21	33.71	32.57
Feb. '37	34.76	34.27	33.35

Production Up—Sales Down

GOVERNMENT butter purchases within the past couple of weeks seem to have put a 30 cent bottom (at New York) in the declining butter market. On February 14 the Federal Surplus Commodities Corporation started purchasing butter for relief in both Chicago and New York, the first time since July, 1937, evidently in an effort to give the market some measure of stability and hold at least the 30 cent level for New York extras. This Corporation has kept butter from going below 30 cents. On February 23 butter was quoted at 30.5 cents.

This time a year ago the price was 34.25 cents per pound and cold storage holdings were then 13,136,731 pounds in the ten leading markets. On the same date this year stocks in the same markets were 12,929,116 pounds, but the price is 3.5 cents per pound below last year. Evidently the industry expects a heavy butter production in the late winter and spring of 1938 and with general business conditions, according to "Business Week", only 61.5 percent of normal during the first week of February compared to 79.9 percent a year ago, the trade evidently does not expect too much in the way of better business.

Milk production in the United States on February 1st, according to "The Dairy Situation", was about 3 percent larger than a year earlier. Number of cows on farms is about the same, meaning there is approximately 3 percent more milk being produced in the United States. Milk production per day per shipper in the Philadelphia milk shed was 195 pounds in January, compared to 189 pounds January a year ago and 185 pounds in December, 1937. January, 1938, production was up 3.17 percent over January, 1937, and 5.41 percent over December.

The cream market has shown considerable price decline since the high of $20.50 per can (40 quarts) of 40 percent Pennsylvania approved cream for the week ending December 13—$16.25 per can for the week of February 13-20—according to U. S. D. A. "Weekly Milk and Cream Markets Report". Uninspected cream was quoted at around $13.00 per can. In terms of 3.5 percent milk this would be equivalent to a Class II price of $1.72 per hundredweight for Pennsylvania approved milk and $1.38 per hundredweight for unapproved milk, a difference of 34 cents per hundredweight. With 31-cent butter, based on the Pennsylvania Milk Control Commission formula, the Class II price would be $1.66 for 3.5 percent milk.

Fluid price changes in other markets were all downward in February according to "Fluid Milk Market Report of the U. S." published monthly by the U. S. D. A. New York Class I price to producers dropped 23 cents per hundredweight in January and another 20 cents in February. Albany and Rochester prices to producers were 35 cents lower. Syracuse was 30 cents lower; Utica, New York and Chicago, Illinois, down 10 cents; Knoxville, Tennessee, 35 cents lower. The Detroit market has announced a 2-cent per quart drop to consumer, but no producer price has, as yet, been determined. Other reductions in Class I price are St. Louis, 10 cents; Los Angeles, 10 cents; and Greensboro, 20 cents.

Fluid sales during January, 1938, according to the Milk Industry Foundation report, were 2.36 percent below January, 1937, as based on reports from 136 leading markets in the U. S. Payrolls of these same distributors increased 4.3 percent although employment dropped 1.8 percent for the period.

Farm employment "increased seasonally during January" states a Bureau of Agricultural Economics report. An average of 71 hired hands were working on farms on February 1 compared with 67 on January 1 and 76 on February 1, 1937. These data are for the U. S. as a whole.

Condensed and evaporated milk markets for the most part were about the same in December, 1937, as a year ago, according to government reports. Producer prices were reported to average $1.71 per hundredweight for 3.5 percent milk in December, 1937, and $1.62 in December, 1936. Stocks of evaporated milk on January 1, 1938, were 77 million pounds less than a year earlier and about 37 million pounds lower than on December 1.

Feed prices as a whole were higher in February than in January while, with the exception of linseed meal, feed prices generally were considerably lower than in February, 1937. (See table on page 13.)

Prices paid by farmers for all commodities on January 15 were 126 percent of the January, 1910-14, average for the nation and for Pennsylvania.

For all farm products sold, U. S. farmers were receiving 102 percent of the base period price, Pennsylvania farmers 115 percent. This national summary included dairy products at 128 percent; grain, 91 percent; fruit, 70 percent; and chickens and eggs at 113 percent.

Points of Agreement

Dr. T. B. Symons, Acting Dean of Agriculture at the University of Maryland, offers the following ten points on which, he believes, all farmers and farm organizations can agree for the promotion of agriculture and its contribution to national welfare:

1. A fair share of the national income for agriculture.
2. The conservation of our natural resources with particular reference to soil and forests.
3. The raising of adequate supplies of food and fiber for our consumers.
4. Contribute as best we can toward the maintenance and reopening of export markets for farm products.
5. The encouragement and protection of family sized farms.
6. Guard as much as possible the security of farm tenure.
7. Better land use.
8. Increasing farm efficiency,
9. The improvement of our marketing and distribution system.
10. Adequate and reasonable cost of credit for farmers.

●

Planned Program Needed For Dairy Herd Success

A sound breeding program is essential if a dairy herd is to be kept on a paying basis, claims R. R. Welch, dairy extension specialist of the Pennsylvania State College.

"The culling of low producers will raise the level of production of a herd," he states. "If a herd, however, is to reach a level of production that will classify it as a real herd, then a sire with known production back of him must be used in the breeding program."

A dairyman must know his cows individually if he is to go very far with improvement, he says. This is accomplished by individual records on the cows to ascertain the milk produced and the feed required to produce it.

"Even though more than half the gross cash income from the 183,742 farms in the state is from dairying, there is still plenty of room for improvement," Welch declares. "Improved practices are needed so that milk may be produced at reduced costs."

●

Landsburg Promoted

Inter-State members will be interested in the news of the appointment of Dr. Kenneth G. Landsburg, former Inter-State fieldman, by the American Jersey Cattle Club as supervisor of the national program for retailing the milk from purebred Jersey cattle under the Jersey Creamline Products trademark. From August, 1932, to March, 1936, Dr. Landsburg was engaged in field work for the Inter-State Milk Producers' Association. He has since been the Northeastern states fieldman for the American Jersey Cattle Club. His new work will be national in scope.

●

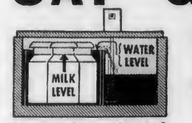
Correction

In announcing the activities of Inter-State members of the 1938 class of Pennsylvania's Master Farmers, it was erroneously stated that among other Inter-State activities Amos Satterthwaite of Yardley is a member of the Trenton Inter-State Milk Market Committee. This honor belongs to Alvin Satterthwaite of Cream Ridge, N. J. Amos Satterthwaite sells his milk on the Trenton market.

"I HAVE NEVER LOST A SINGLE CAN OF MILK SINCE USING MY ESCO COOLER"
says LOUIS BANNOW, MICH.



SAY "GOOD-BYE" TO REJECTED MILK with an ESCO "NI-AG-RA"



6-can capacity . . . 3 cans of night milk . . . Water is above milk level in all cans . . . milk will be cooled to BELOW 50° IN AN HOUR OR LESS.

Pat. Nos. 1,782,840 1,982,670



3 morning cans added (6 in all). Water level AUTOMATICALLY ADJUSTED. All milk cooled in one hour or less . . . and ready to ship.

★

READ WHAT THESE ESCO USERS SAY!

"I have always kept a very strict account of my electric bills and I feel sure my Esco Milk Cooler has more than saved enough to pay for itself in less than three years," says W. R. Lutz, N. C.

•

"The Esco Milk Cooler I purchased in 1928 has been in constant use ever since. Operating and upkeep expenses have been very nominal. I am well pleased with this very important piece of my Dairy Equipment," says C. J. Rice, New Hampshire.

•

"My Esco Milk Cooler is certainly doing a wonderful job. My bacteria count runs very low and I am well pleased," says Frank Thorpe, Mass.

You can produce better milk and make more money if you cool your milk properly. Install an Esco "NI-AG-RA" Electric Milk Cooler. It pays for itself from the very start. It puts an end to rejected milk from improper cooling and it costs so little to operate.

The New "NI-AG-RA" cools milk better and faster because of the exclusive patented Neck-High Water Leveler. This remarkable device keeps a constant level of icy cold water up around the neck of every can . . . whether one can, half or full capacity is in place.

You also get in the new Esco "NI-AG-RA" complete circulation and positive controlled agitation. Cools all the milk to the very top in every can to 50° or lower in one hour or less. Full storage capacity for both milkings. 2- to 27-can capacities.

No other milk cooler has all these exclusive features.

WRITE TODAY. Send postal telling how many cans of milk you ship each day. We will send you complete information. Easy payment plan can be arranged.

ESCO

ESCO CABINET CO.
670 EAST BIDDLE ST., WEST CHESTER, PA.

Thousand Breeders Testing Guernseys

The American Guernsey Cattle Club reports that 1013 breeders are testing Guernsey cows on official yearly or ten-month test.

The number of Guernsey cows on test has also reached an all-time high, exceeding eight thousand.

During 1937 there were 2747 registered Guernseys sold at public auction, bringing $665,049.50 or an average of $242.10 per head. This represents a twenty percent increase in cattle consigned to public auction sales and a decline of four percent in the average price paid.

Just think of it—at one time in this country the corn borer was a crisis.

The only safe way to destroy your enemy is to make him your friend,



DRY? YES, BUT NOT LOAFING! It's not even a rest period. As a matter of fact, the dry cow has a twin job — that of building 66⅔ per cent of her calf in 60 days and rebuilding herself. It's no easy task — more difficult and more trying than the job of making milk itself.

That's the reason for feeding Purina Dry and Freshening Cow Chow. It's made especially to take care of the dry cow's needs. Rich in minerals, high in bone-making and tissue-building, laxative and palatable—these are the things provided the dry cow when she's fed Purina Dry and Freshening Cow Chow. There's nothing in it she shouldn't have—there's everything in it she should have.

Feed the dry cow Purina Dry and Freshening Cow Chow 60 days before freshening. You'll be glad you did at calving time. She'll calve easily, clean quickly, have a vigorous calf and be in condition to milk better than she ever has before. See your Purina dealer and get Dry and Freshening Cow Chow now.

PURINA MILLS
854 Checkerboard Square St. Louis, Mo.

Library,
Agric. Econ. & Fm. Mgt. Dep
N. Y. State College of Agr
Ithaca, N. Y.

INTER-STATE
Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol XVIII Philadelphia, Pa., April, 1938 No. 12



Along the Historic Brandywine

Winterthur Holsteins at Pasture

Federal Hearing Continues

Recessed Until April 12

THE JOINT Federal-State hearing on producers prices, held at the Benjamin Franklin Hotel, Philadelphia, on March 17, brought out clearly the difference in price being paid in Pennsylvania and in Delaware and Maryland. A. H. Lauterbach, Inter - State general manager, testified for the producers and called attention to the development of this difference in price which was traceable to the reduction in the f.o.b. milk price in January, 1936, while prices at Pennsylvania receiving stations were maintained at approximately the same level. The same deduction as previously was taken off at receiving stations outside of Pennsylvania, resulting in a lower Class I price to those producers. In addition, the difference in the Class II and Class III formulas also contributed to the lower price out-of-state.

It was brought out that efforts had been made during the past two years or longer to adjust these differences. The minutes of the Board of Directors and Executive Committee meetings of the Inter-State Milk Producers' Association and the Inter-State Milk Producers' Cooperative were both cited, as well as the action of the delegates at the 1937 annual meeting and the delegates of Maryland and Delaware locals at a meeting held in December, 1937.

Trend Toward Out-of State

It was pointed out that there is a slight but distinct trend toward obtaining more milk outside of Pennsylvania. This has been true especially with some small dealers who have been approached on getting their entire supply from out-of-state sources and at least one dealer laid off all Pennsylvania producers so as to get cheaper milk in another state.

The difference in price paid by the smaller dealers was rather extensive and by the larger dealers ranged from 1 to 24 cents, averaging about 9.34 cents over a 23-month period.

Attention was called to the need for Federal aid in order to establish uniformity, especially with the smaller dealers, even though the large milk handlers would agree on a uniform schedule.

The necessity for complete reports of purchases and sales by all milk handlers was stressed. This information is considered essential in order to have a complete picture of the market and in order to supply producers, dealers, and consumers with accurate information to displace rumors and opinions. Such information, properly handled and carefully analyzed, would go far in restoring public confidence in the milk industry. It would do this by giving the true facts and showing that there is nothing hidden, thus squelching unfounded rumors before they start.

Producer Costs Up

It was brought out that producers have gone to great expense to improve or rebuild their barns and milk houses, to obtain equipment now considered essential and to replace diseased cows with healthy ones. These improvements have been made of recent years to meet a public demand and producers feel that the public is willing to pay for the superior product thus produced.

The hearing reconvened on March 28 at which the Philadelphia Milk Exchange, consisting of dealers who buy in several states and also many who buy only in Pennsylvania testified. Their representative said, "We are convinced that the inssuance of any price-fixing order by the AAA will disturb and disrupt the market."

This order, if in line with present Pennsylvania prices, would raise the average cost to the larger dealers (members of the Milk Exchange) only a fraction more than two cents per hundred pounds and including cost of administration, less than three cents. The cost to those dealers buying in Pennsylvania only would not be changed at all.

Ask 30-Cent Price Cut

Instead, however, the demand was for a 30-cent drop in Class I price and a drop in Pennsylvania Class II and Class III prices to even less than that now paid in Delaware and Maryland. This would mean a drop of about 30 cents per hundred pounds on all milk on the basis of price schedules alone and another drop of 5 to 12 cents due to lower percentages in Class I. We do not look forward to either the Pennsylvania Milk Control Commission or the Agricultural Adjustment Administration establishing a price which would recognize any such demand as made by the milk dealers.

The dealers' representative said "We wish to point out that it will be impossible, without the disruption of the market and the destruction or serious injury to the distributing element in it, for a price to be fixed which will raise the purchasing power of the producer above what it is now."

The hearing continued through March 30 when it was recessed until April 12. Composite figures presented by an auditor for the Exchange were found inaccurate and were recalled until the later date in order to recheck the data.

●

Proposed By-Law Changes

The following amendments to the by-laws of the Inter-State Milk Producers' Cooperative have been proposed for action by the Board of Directors.

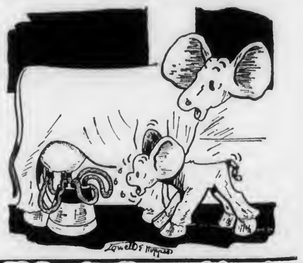
Amend Article XI, Section 5, by inserting at the end of the first sentence thereof the following:

"*The amount of savings, including reserves, allocated to any stockholder on the books of the Cooperative shall become forfeited to the Cooperative if such stockholder breaks his producers' marketing agreement.*"

Amend Article XI, Section 9, by adding to the end thereof the following as a new paragraph:

"*Where the Cooperative does not collect from the purchaser the commission due it from any stockholder, as provided by the by-laws and the producers' marketing agreement, such stockholder shall pay such commission to the Cooperative immediately upon receiving the proceeds from the sale of his milk; failure to do so shall be a breach of the producers' marketing agreement.*"

These amendments will be brought before the Board of Directors for action at their first meeting after the required ten days have elapsed following mailing of this issue of the Inter-State Milk Producers' REVIEW.



"Golly sakes Mom, run! ! — An octopus has got ya! !"

Producers Face Real Problems

The past month we have spent many days preparing for and attending Federal and State hearings, at which prices were the issue. The handlers of milk testified that the increased costs, especially of labor and taxes, made it necessary for them to ask for a wider operating margin. An interesting part of their testimony was that they indicated that the farmers' costs had come down, especially feed, and that the farmer should stand this additional expense that the dealer was put to.

The testimony of M. J. Armes of State College and our F. P. Willits, Jr., based on herd improvement association costs, showed that farmers' production costs have also increased over a period of years. We have no fight with organized labor but we do believe that they have forced wages for distributing milk out of line with what producers receive for their labor and it is our belief that if we are going to end our depression, farmers must receive an average cost of producing milk, plus a profit.

We hear a great deal these days about present farm legislation being unreasonable. We have this legislation only because farmers, in their desperation due to always receiving less than parity price, have demanded legislation which will give them advantages similar to those enjoyed by other groups.

This may not be the right time to raise the consumer's milk price but if milk regulatory bodies find that dealers do actually need a wider margin, we see no other alternative but to raise the consumer prices. There can be no justification for lowering the price to producers and it seems reasonable to assume that Philadelphia consumers are fully as able and willing to pay 13 cents a quart as are the consumers in other large population centers of the East.

A. H. Lauterbach

Dealers Ask Lower Prices

THE hearing on milk prices called by the Pennsylvania Milk Control Commission on March 10 was attended by about 150 persons, including milk dealers, producers, and consumers. This hearing was called at the request of the Philadelphia Milk Exchange in order to seek relief for the dealers from the extra expenses incurred by them due to higher wages and increased taxes. The first day of the hearing was given over to dealer testimony, at which three dealers testified, two of whom were making small profits and the third incurring a loss. The details of the cost figures were not satisfactory to the Control Commission and arrangements were made to get more detailed figures to be presented later.

Producers appeared at the hearing on the second day, their testimony being opened by Mr. M. J. Armes of Pennsylvania State College, who was present at the request of the Control Commission, to present the results of "cost of production" studies based on dairy herd improvement association records in Pennsylvania. This data was comprehensive and covered the period 1929-1936 inclusive.

Mr. Armes was followed by F. P. Willits, Jr. of the Inter-State Milk Producers' Cooperative, who developed the situation as those cost-of-production figures applied to the Philadelphia milk shed. He brought out that the average production per cow in the Philadelphia area was approximately 6470 pounds as based on complete inspection records of one typical dealer. He then used the production cost figures in Mr. Armes' testimony for the herds which averaged between 6,000 and 6,999 pounds per cow per year.

It was revealed that during the seven-year period the cost of producing 4 percent milk, by that group was $2.319. During 1937 the average price received by farmers in the Philadelphia milk shed was $2.25 per hundred pounds. Bringing the cost figures up to date it was pointed out that farm labor wage rates have increased 31 percent, feed about 20 percent, and numerous other items from 3 to 21 percent in 1937, as compared to the 1929-36 average. For that reason 15 percent was added to the average cost during the 1929-1936 period, making the 1937 cost per hundred pounds $2.667, or 41.7 cents more than the price received. It was emphasized that milk producers are not in position to absorb any increased cost suffered by milk distributors.

Upon completion of this testimony, Chairman Howard G. Eisaman, of the Commission, stated that the cost of production testimony presented by Mr. Armes and Mr. Willits was the most complete and comprehensive ever presented to the Milk Control Board or Commission during his tenure in office.

Gordon P. Jones of Chester County Dairymen's Association asserted that these figures were very closely in line with the experience on his own farm, and that his organization wished to concur in that testimony. Henry Schell, Jr., of Chester County, also endorsed the testimony and supported it with specific examples of increased cost of both feed and labor taken from his own records.

The hearing reconvened on March 15, at which time the milk distributors again took the stand and presented detailed information relative to their costs. This was presented on a percentage basis and without revealing publicly the actual total figures for each dealer.

The feeling through the crowd was very plain that it would be an injustice to compel the farmers to absorb the extra cost of milk plant and delivery labor and the social security and unemployment compensation taxes which the dealers pointed out as contributing largely to their extra expense.

Consumer representatives appeared and urged that no change be made in prices which would make it more difficult for the low income groups to obtain the milk they need. Relief recipients were included.

INTER-STATE
MILK PRODUCERS REVIEW
Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

Official Publication of
Inter-State Milk Producers' Cooperative, Inc.
Inter-State Milk Producers' Association, Inc.

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Editorial and Business Office
401 N. Broad St., Philadelphia, Pa.
Bell Phones, Walnut 3040—3041
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.
West Chester, Pa.

Subscription: 50 cents a year in advance
Advertising rates on application

Entered as second-class matter, June 12, 1937 at the post office at Philadelphia, Pennsylvania, under the Act of March 3, 1879.

Inter-State Milk Producers' Cooperative
Incorporated
401 N. Broad St., Philadelphia, Pa.

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Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
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Attempt to Substitute Oleomargarine Fails

The oleomargarine representatives attempted to slip a provision into the Independent Offices Appropriation bill now before Congress, which would permit serving oleo on the tables in veteran hospitals. Vigilant dairy interests spotted this provision and organized to defeat it. The result was a vote of 289 against that provision, compared to 15 for it when the House of Representatives voted on it.

This is another example of the service of the National Cooperative Milk Producers' Federation, as performed by Charles W. Holman, its secretary, and Donald Kane, counsel. The Inter-State is a member of the Federation.

To have permitted such substitutes to be served our hospitalized veterans would have endangered their well-being and would have been a detriment to the dairy industry. A government which would feed its war veterans oleomargarine is as low on the scale as a farmer who will sell his milk and buy oleo for his own children.

●

World Figures Drink Milk

Two instances have come to our attention recently of persons very much in the news being great users of milk. The cover of "Time" magazine, a few weeks ago, carried a picture of James Roosevelt, secretary to the President, and stated in an accompanying article that James drinks three quarts of milk per day.

About the same time it was brought to our attention that the Italian dictator, Mussolini, is a great milk user. In one of his articles entitled "My Twenty-four Hours" he says, "My breakfast consists of a plain glass of milk and I hardly require a minute for taking it. Milk is a wonderful nourishing material, perhaps the very best that is known to man. This one glass of milk contains sufficient nourishment to keep me quite fit for steady work up to my mid-day meal—six hours later." This was taken from the book "MILK, The Most Perfect Food" by Dr. N. N. Godbole.

●

Milk Gets Free Advertising

Again we see a nationally-known corporation giving milk a lot of free advertising. This time it is the Ralston Company advertising their new shredded Ralston, in which they show a family at breakfast with a glass of milk and a bowl of their new cereal, almost floating in cream, before each of the happy family of four.

Such advertising is of untold value. We wrote the advertising department of that company, thanking them for their boost for milk and expressing regret that the dairy industry could not do more advertising of this nature for itself.

Edison, with all his inventions, was a piker compared to the ambitious young photographer who advertised: "Your baby, if you have one, can be enlarged, tinted, and framed for $8.79."

Give 4-H Clubs a Boost

Have you a son or daughter, or a nephew or niece, whom you would like to see develop a sincere and intelligent interest in farm life? If so, you will do them a real favor in urging them to join a 4-H club.

The particular project is of secondary importance, the big thing is to get them interested in club work—where they will learn the best ways of carrying on whatever project they may choose—where they will learn to meet other boys and girls, and grown-ups too, on a business-like basis—where they will learn to take active parts in the business and social meetings of their club.

Inter-State members are dairymen and as such many of you will favor membership in dairy clubs. There are many splendid dairy projects, including raising the dairy calf, feeding and caring for the cow (after the calf has grown into a cow), keeping records on the herd, dairy judging, or dairy demonstration work which may feature any of these activities or other dairy work.

Are you interested in the farm boys and girls? Why not organize a live-wire 4-H dairy club in your community?

●

Watch Sanitary Rules

It seems in order to call the attention of Cooperative members to the provision in the producer's marketing agreement which requires that milk and cream offered by members for sale by the Cooperative must meet the sanitary regulations of the market in which it is sold. There have been a very few instances of producers who were temporarily shut off a market because of failure to meet inspection requirements and who have asked the Cooperative to pay for this milk under the guarantee of payment.

The Cooperative can not guarantee payment for milk which does not meet sanitary requirements of the market where sold. The agreement does not require such payment. Furthermore, to attempt to do this would wreck any organization because it would remove all incentive among the careless minority to produce a high quality product. Such persons would say, in effect: "Why fix up or be careful? The Cooperative will pay me for my milk anyway." To pay for such milk would be contrary to our avowed policy of maintaining high quality milk so as to increase our fluid milk sales.

We urge every member of the Inter-State to exert every precaution to keep his dairy in shape to pass inspection at any time. If you have any inspection difficulty we urge you to contact the field representative in your area or your director at once.



Some purebred Guernseys owned by Gilkeson Sisters, Moorefield, West Virginia.

Centreville Station Closed

WHAT TO DO with 22,000 pounds of milk a day was the problem facing the Cooperative and the hundred-odd members who supply the Centreville, Maryland, receiving station. This receiving station was sold by Harbison Dairies to the Embassy Dairies of Washington, D. C., with less than two weeks' notice to the Cooperative or its members. A choice group of producers has been developed in this area, which after years of selection included the best dairymen in Queen Annes County.

The decision had to be made by April 1, when the Embassy Dairies took possession of the plant. The producers had four choices: (1) cooling their mornings' milk and delivering it at the Sudlersville receiving station between 9:00 and 10:30 usually with extra trucking expense and, in the case of most producers, requiring them to start milking one to two hours earlier in the morning in order to cool the milk; (2) meeting the Washington requirements, which would involve expensive improvements in order to meet some of the technical requirements of that market; (3) go to Pet Milk Company at Greensboro at evaporated milk prices; (4) scatter in every direction, wherever a market might be found.

A meeting of local leaders, Inter-State officials and officials of the Embassy Dairy Company was held at Centreville on March 22. The entire situation was discussed and at this conference it was revealed that, in spite of the extra expense involved the price which would be paid at this receiving station supplying the Washington market would be very little, if any, higher than the present Philadelphia price. It was generally felt that if possible the producers should maintain a united front and with this in mind a mass meeting was called at Centreville on Thursday evening, March 24, to which all producers supplying the Centreville station were invited.

Very nearly 100 percent attendance was obtained, including the dozen or so non-members supplying the station. After a thorough discussion it was decided to sell the milk to Pet Milk Company until other arrangements for a fluid market could be worked out. Only one producer at this meeting signified his desire to send to the Washington market.

This conference discussed future possibilities, which included hauling the milk direct to Philadelphia or the building of a receiving station at Centreville, which would supply the Philadelphia market in tank car or tank truck quantities. A committee of 10 local farmer leaders and Centreville business men was appointed to study the entire situation and report back to the producers.

●

Treat Pastures Early To Obtain Best Results

Spring treatment of pastures should be completed by the first week in April in order that full value may be obtained from the lime, manure and fertilizer, advises Dr. Howard B. Sprague, agronomist at the New Jersey Agricultural Experiment Station, Rutgers University.

"Both the quality and amount of herbage produced during the grazing season may be substantially increased at small cost by proper soil treatments. Practically all pastures in New Jersey are in need of lime and additional plant food. Young grass is rich in protein and minerals, and the continued removal of plant growth by grazing animals has gradually depleted the soil fertility except where corrected by suitable treatment."

At present prices, the increased food obtained on pastures properly treated with lime and fertilizer, or lime and manure, costs only about one-third as much as purchased feeds.

The fertilizer requirements for pastures under different conditions are so varied that we suggest that you go to your county agricultural agent for suggestions designed to fit your particular needs.

New York Prices Fall

Trouble is continuing to brew in the New York milk market. Effective on March 28, producer prices went down 20 cents per hundred pounds of milk on Class I and 20 cents per hundred on Class II. This is the third drop experienced in that market since January 1, making a total drop of 63 cents per hundred pounds in the producers' Class I prices.

At the same time the retail price dropped one-half cent per quart on "A" milk and "B" milk, while the wholesale milk market appears to be wide open to whatever prices dealers might be able to get.

This wholesale price, it appears, will be affected directly by the price that milk dealers must pay for milk and it appears that some of them will be able to get supplies from small groups of producers at little, if any, more than butter prices.

Several dealers in the New York market have withdrawn from the Metropolitan Milk Distributors Bargaining Agency. The reason given in many cases is because they are able to make more advantageous purchases by dealing direct with single cooperative units. These small units have, in most cases, been organized with no experienced managers and, in many cases, even under dealers' sponsorship. The result is that although they are cooperative in name they are not working for the interest of their own members.

With some milk dealers reducing the price, other milk dealers who might desire to maintain a fair price are helpless in holding their markets unless they meet the price of the price-cutters.

The prices now prevailing in the New York market are $2.00 per hundredweight for Class I milk and $1.75 for Class II milk, f.o.b. stations in the 201-210 mile zone.

●

Jersey Class II Price Down

The New Jersey Board of Milk Control has announced a reduction in the price of milk for cream from $2.00 per hundred pounds to $1.65 per hundred pounds of 3.5% milk. This price change is effective on April 1.

It is reported that this price change is occasioned by the seasonal increase in production and the reduction in quoted prices of cream.

Friends, like promises, when made, should be kept.

True merit is like a river—the deeper it is, the less noise it makes.
—*Halifax.*

Supplementary Notes To Price Table on Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5% butterfat basis from the 4% basis included in its orders.

‡Class IA (Cream) price of $2.00 applies on Altoona, Huntingdon, Reading, Tamaqua, and Tyrone markets.

†February only.

The February average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in Pennsylvania for February as set by the Control Comission is $1.19 per 100 pounds of 3.5% milk ($1.35 for 4% milk) f.o.b. dealer's plant or receiving station, and for March it is $1.16 ($1.31 for 4% milk). Class III price at receiving stations in Maryland and Delaware was $1.09 for 3.5% milk in February and $1.06 in March. Class III price for 3.5% milk f.o.b. Wilmington was $1.26 in February and in March.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, February and March, $2.76; Class I Grade A, February and March, Grade B price plus butterfat and bacteria bonuses, or $3.16.

Class II, February and March, $2.00.

Class III, February, $1.25; March, $1.21.

The American Dairy Science Association has announced that its thirty-third annual meeting will be held at Columbus, Ohio, on June 14 to 17. An attendance of about 800 dairy leaders is expected. These will include scientists interested in dairy manufacturing, dairy production, and dairy extension activities.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of February, 1938:

Butterfat Tests	4652
Plants Investigated (first half Feb.)	25
(second half Feb.)	21
Calls on Members	966
Quality Improvement Calls	14
Herd Samples Tested	240
Brom-Thymol Tests	268
Microscopic Tests	40
Membership Solicitation Calls	129
New Members Signed	24
Educational Meetings	18
Attendance	2830
Local Meetings	17
Attendance	1098

Prices Paid by Philadelphia Distributors

Weighted Averages, February, 1938

Abbotts	Philadelphia, Pa.	$2.55
Baldwin Dairies	Philadelphia, Pa.	2.44
Breuninger Dairies	Philadelphia, Pa.	2.68
Wm. Engel Dairies	Philadelphia, Pa.	2.76
Gross Dairy	Philadelphia, Pa.	2.69
Hamilton Dairies	Philadelphia, Pa.	2.64
Missimer Dairies	Philadelphia, Pa.	2.68
Mosebach Bros.	Philadelphia, Pa.	2.72
Scott-Powell	Philadelphia, Pa.	2.45
Supplee-Wills-Jones	Philadelphia, Pa.	2.39

Classification Percentages — February, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	*Class I*	*Class IA*	*Class II*	*Class III*	*"A" Bonus*
Abbotts	73	—	27	—	75% of Class I
Baldwin	69	—	18	13	
Billman & Stegmeier	65	5	30	—	
Blue Hen Farms	72.4	—	7.2	20.4	
Breuninger	85	—	12	3	
Clover Dairy Co.	73.08	—	12.67	14.25	70% of Production
Delchester Farms	62	—	38	—	
Engel Dairy	90	—	10	—	
Fraims	74.45	—	14.82	10.73	
Chas. Gross	85	—	15	—	
Harbison Dairies	77	—	10	13	64% of Production
Harshbarger Dairies	57	9	34	—	
Highland	70	—	30	—	
Hoffman	48	12	35	5	
Keith's Dairy	81	6	13	—	
Martin Century	81.2**	—	18.8	—	75.1% of Production
McMahon Dairy	85.73	5.85	—	8.42	
Meyers	70	—	30	—	85% of Production
Missimer Dairies	84	—	16	—	
Mosebach Brothers	87.94	—	10.64	1.42	83.22% of Production
Nelson Dairies	64	—	27	9	
Penn Cress	49.18	2.33	48.49	—	
Scott-Powell	66	—	32	2	76% of Production
Strickler Dairy	57	6	37	—	
Supplee-Wills-Jones	63.4*	—	27.12	9.48	82% of Class I
Sypherd's Dairy	84.5	—	12.7	2.8	
Waple Dairies	67	6.8	—	26.2	
Wawa	75	—	19	6	

NEW JERSEY

	Norm	*Cream*	*Excess*
Abbotts Dairies	61.5	38.5	Balance
" " "A"	82	18	"
Castanea Dairies	77	23	"
" " "A"	86	14	"
Scott-Powell	90	10	"
Suburban Dairies "A"	76.6	23.4	"
" " "B"	82.4	17.6	"
Supplee-Wills-Jones	100	—	"

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price (one cent per 100 pounds below Class I prices quoted on page 7) on about 4.02% of Class I milk delivered by producers delivering to Pennsylvania points and to Hagerstown and Princess Anne receiving stations. **Martin Century paid in February, Class I, 63.5% at $2.69 and 17.7% at $2.88; Class II, 14.7% at $1.62 and 4.1% at $1.66. (Prices for 3.5% Grade "B" milk, f.o.b. Lansdale.)

"Bert's Wife" Not Typical

March 28, 1938.

Editor of Women's Page,

As a farm woman I can't let your "Bert's Wife" pass unchallenged. She doesn't sound natural to me. She sounds like a brain child of a rural sociologist. I don't deny for a minute that there are farm women who would ask their husbands, "Is that your cow," on seeing a cow on the road, but I'm wondering if for every one such farm wife, there are not ten women who could pick out "our" cows from a herd of a thousand.

"Bert's Wife" isn't the woman out in true life who does community service in the Grange, Cooperative, Missionary Society, Church, School, etc. She's the woman who belongs to a sorority and lets it go at that.

A Lancaster County Farmer's Wife

[Editor's Note:—We are glad to have this challenge from an "Inter-State" wife who, obviously, is vitally interested in every phase of farm life and rural community activity. We know there are thousands like her. But is there any danger that the number like "Bert's Wife" may be increasing, especially in areas close to big cities with their metropolitan distractions?]

Prices *3.5% Grade "B" Milk (Prices quoted are f. o. b. Delivery Point)

February Averages and February and March Schedules. (Explanatory Notes on Page 6, Col. 1.)

Buyer	Delivery Point	Average Price Paid in Feb.	Class I Price Feb. & Mar.	Class II Price February	Class II Price March
Harshbarger, J. E.	Altoona, Pa.	$2.22	‡$2.76	$1.59	$1.56
Keith's Dairy	Altoona, Pa.	2.56	‡2.76	1.59	1.56
McMahon Dairy	Altoona, Pa.	2.58	‡2.76	1.59	1.56
Supplee-Wills-Jones	Bedford, Pa.	2.05	2.37	1.59	1.56
Peter Hernig	Boiling Springs, Pa.	2.08	2.48	1.61	1.58
Harbisons	Brandtsville, Pa.	2.26	2.52	1.61	1.58
Harbisons	Byers, Pa.	2.26	2.52	1.61	1.58
Harbisons	Carlisle, Pa.	2.26	2.52	1.61	1.58
Harbisons	Centerville, Md.	2.20	2.48	1.49	1.46
Supplee-Wills-Jones	Centerville, Pa.	1.96	2.24	1.57	1.54
Hershey Creamery Co.	Chambersburg, Pa.	$1.80–$1.70			
Supplee-Wills-Jones	Chambersburg, Pa.	$2.10	2.45	1.60	1.57
Highland Dairy	Chester, Pa.	2.55	2.88	1.66	1.63
Miller-Flounders	Chester, Pa.	2.55	2.88	1.66	1.63
Supplee-Wills-Jones	Chestertown, Md.	2.09	2.48	1.49	1.46
Scott-Powell	Clayton, Del.	2.15	2.50	1.49	1.46
Abbotts	Coudersport, Pa.	2.09	2.28	1.58	1.55
Penn Cress Ice Cream Co.	Cresson, Pa.	2.17	2.76	1.59	1.56
Abbotts	Curryville, Pa.	2.16	2.37	1.59	1.56
Highland Dairy	Doe Run, Pa.	2.33	2.65	1.59	1.56
Supplee-Wills-Jones	Duncannon, Pa.	2.15	2.52	1.61	1.58
Abbotts	Easton, Md.	2.20	2.46	1.49	1.46
Delchester Farms	Edgemont, Pa.	2.42	2.88	1.66	1.63
Abbotts	Goshen, Pa.	2.28	2.53	1.61	1.58
Supplee-Wills-Jones	Hagerstown, Md.	2.04	2.39	1.49	1.46
Supplee-Wills-Jones	Harrington, Del.	2.09	2.48	1.49	1.46
Strickler Dairy	Huntingdon, Pa.	2.22	‡2.65	1.59	1.56
Supplee-Wills-Jones	Huntingdon, Pa.	2.09	2.43	1.60	1.57
Harbisons	Hurlock, Md.	2.18	2.46	1.49	1.46
Nelson's Dairies	Jeffersonville, Pa.	2.40	2.88	1.66	1.63
Abbotts	Kelton, Pa.	2.30	2.55	1.62	1.59
Abbotts	Kempton, Pa.	2.27	2.52	1.61	1.58
Supplee-Wills-Jones	Kennedyville, Md.	2.09	2.48	1.49	1.46
Harbisons	Kimberton, Pa.	2.26	2.52	1.61	1.58
Martin Century Farms	Lansdale, Pa.	2.50	2.88	1.66	1.63
Supplee-Wills-Jones	Leaman Place, Pa.	2.19	2.57	1.62	1.59
Supplee-Wills-Jones	Lewistown, Pa.	2.10	2.45	1.60	1.57
Sypherd Dairies	Lyndell, Pa.	2.37	2.52	1.61	1.58
Harbisons	Massey, Md.	2.20	2.48	1.49	1.46
Supplee-Wills-Jones	Mercersburg, Pa.	2.10	2.45	1.60	1.57
Harbisons	Millville, Pa.	2.16	2.40	1.60	1.57
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.09	2.48	1.49	1.46
Supplee-Wills-Jones	Nassau, Del.	2.07	2.45	1.49	1.46
Scott-Powell	New Holland, Pa.	2.23	2.56	1.62	1.59
Abbotts	Oxford, Pa.	2.30	2.55	1.62	1.59
All Distributors	Philadelphia, Pa.	(see page 6)	2.88	1.66	1.63
Abbotts	Port Allegany, Pa.	2.09	2.28	1.58	1.55
Scott-Powell	Pottstown, Pa.	2.26	2.61	1.62	1.59
Supplee-Wills-Jones	Princess Anne, Md.	2.02	†2.37	1.49	1.46
Abbotts	Providence, Md.	2.22	2.49	1.49	1.46
Ziegler Dairy	Reading, Pa.	2.08	‡2.65	1.59	1.56
Supplee-Wills-Jones	Red Hill, Pa.	2.19	2.57	1.62	1.59
Breuninger Dairies	Richlandtown, Pa.	2.37	2.52	1.61	1.58
Sheffield Farms	Rising Sun, Md.	2.18	($2.18 for all milk in February)		
Harbisons	Rushland, Pa.	2.26	2.52	1.61	1.58
Scott-Powell	Snow Hill, Md.	2.04	2.34	1.49	1.46
Abbotts	Spring Creek, Pa.	2.06	2.24	1.57	1.54
Duncan's Dairy	Springfield, Pa.	2.55	2.88	1.66	1.63
Harbisons	Sudlersville, Md.	2.20	2.48	1.49	1.46
Billman & Stegmeier	Tamaqua, Pa.	2.37	‡2.76	1.59	1.56
Supplee-Wills-Jones	Townsend, Del.	2.09	2.48	1.49	1.46
Waple Dairies	Tyrone, Pa.	2.21	‡2.65	1.59	1.56
Supplee-Wills-Jones	Waynesboro, Pa.	2.10	2.45	1.60	1.57
Eachus Dairy	West Chester, Pa.	2.55	2.88	1.66	1.63
Blue Hen Farms	Wilmington, Del.	2.31	2.67	1.66	1.66
Clover Dairies	Wilmington, Del.	2.34	2.67	1.66	1.66
Fraims Dairies	Wilmington, Del.	2.38	2.67	1.66	1.66
Silver Seal (Delaware only)	F. O. B. Farm	2.06			
Supplee-Wills-Jones	Zieglerville, Pa.	2.19	2.57	1.62	1.59

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Many who read this article can doubtless recall instances in which local families cooperated in helping their neighbors meet crises. They plowed the fields or harvested the crops of sick or injured farmers. They rebuilt houses and barns destroyed by fire or tornado. They replenished the larders and woodsheds of widows and of dependent aged or disabled persons. These deeds of sharing were done without thought of reward other than a realization that in time of emergency they too might be aided.

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How Cooperatives Fit

Now, let us see how cooperatives fit into this picture. Modern cooperative associations try to serve their members in most respects as though all were members of a big family. From the gross earnings (after deducting essential expenses) is returned to the members any savings in proportion to each member's participation in the business. Premiums are paid for superior quality and higher prices may be paid for uniform amounts of produce as can be marketed to best advantage, deliveries in excess of these quotas, often being salable only at lower prices. This gives each member his proportional share of the best opportunities open to the association. Just as in the typical family group, the members feel a definite pride in and loyalty toward their family connections; so these who comprise a cooperative association will discharge their membership responsibilities in a like spirit of loyalty and devotion.

Finally, just as personal acquaintanceship and activities undertaken as a group play a basic part in the continued success of the family as a social group, personal acquaintanceship between members, management, and employees of a cooperative association is good insurance for a long continued existence. If cooperative members fail to attend local meetings, do not try to understand the ins and outs of their business, and are unwilling to take some part in extending invitations to others to become members, their organization is likely to face increasing handicaps in serving the best interests of its members. Successful cooperation in economic activities, as far as membership behavior and responsibilities are concerned, begins at home in the family group in those forms of behavior, attitudes, and loyalties that make for wholesome, worthwhile living.

Milk Boosted In League of Nations Report

Dairy Council Distributes Information

ONE OF the most striking official documents published within recent years on the subject of "The Relation of Nutrition to Health, Agriculture and Economic Policy" is that of the final report of the mixed committee of the League of Nations bearing this title. Here, presented as facts assembled by distinguished scientists and economists from 52 nations of the world, are findings which assign a more important role to the milk producer and his product than ever heretofore. In the strongest possible statements the report presents evidence *that a large measure of the departure from good health of the peoples of the world is of a dietary origin and may be prevented only through adequate consumption of the protective foods among which milk stands preeminent. Going even further the report emphatically states that the application of the knowledge which science today possesses will open up entirely new avenues of physical development and well being for the human race.*

Special permission has been granted the Philadelphia Inter - State Dairy Council to make direct extracts from the report for publication in a piece of literature which will be widely distributed among consumer groups, particularly physicians, dentists, etc. The first distribution of this new literature took place at the Postgraduate Institute of the Philadelphia County Medical Society for which the Dairy Council arranged an educational exhibit. The following quotations are taken directly from the League of Nations report.

Stature Affected

States the report:—"In spite of the application of the knowledge of medicine and hygiene, the physical condition of a large part of the human race is still far below the accepted standard, and the more recent advances in medical science have established the fact that this inferiority is largely due to imperfect nutrition.

"In the great war, nations which were obliged to enroll large numbers of very young soldiers were appalled at the poor quality of the recruits that were presented for service. Medical inspection of schools revealed then and still reveals a large number of sickly children below the normal standard of development for their age. The considerable decline in infant mortality in some countries only renders more impressive the persistence of high infant mortality in others. Certain epidemics display a destructive power that seems due, not solely to the virulence of the infective agent, but also to a lack of resistance in the population attacked.

> "At the same time, the discoveries of the last thirty years leading to the 'newer knowledge of nutrition' show with ever increasing certainty that inadequate nutrition plays an important part in infant mortality and can account for the excessive proportion of under-developed school children and adolescents and the poor health and small output of a large number of workers.

"Recent observations and experiments have confirmed these important discoveries of the prominent role played by nutrition in developing health and physique. The world war afforded a striking demonstration of the effects of a deterioration in diet, when other factors (housing, sanitation, medical knowledge, etc.) were practically unchanged. The general death rate, and especially the death rate from tuberculosis—a still more sensitive index of nutrition conditions—rose in all countries (belligerant and others) where food restrictions were imposed on the population. In Germany, while the rise in the tuberculosis death rate from 1914-1918 was but 23% in the agricultural State of Bavaria, it was as much as 65% in Berlin. In Roubaix and Tourcoing, two industrial towns of occupied Northern France, the rates rose by 101% and 183% respectively.

"A further illustration is afforded by the effects of wartime food shortage on children. Their special food requirements for growth render children particularly sensitive to dietary deficiencies. Failure to achieve normal growth can easily be measured. This has been done for the school children in Berlin. Those born and brought up during the war were definitely stunted.

> "Thus, the children born in 1918 who entered school in 1925 were 2 to 2½ inches smaller and 2 to 3 pounds lighter than those who entered school in 1933. The difference was even greater for children leaving school (age 13-14); it was from 2½ to 3¼ inches in height and from 8 to 12 pounds in weight.

"Additional evidence has been provided by recent experiments showing the rapid gain in stature and weight of children resulting from the addition to their usual diet of a school meal, or even of a glass of milk daily. Thus, in a boys' home near London, a gain of 7 pounds in weight and of 2.63 inches in height in a year was recorded for boys who received a pint of milk daily in addition to the ordinary diet; others not receiving the additional milk gained only 3.89 pounds and 1.84 inches during the same period. Many similar experiments might be cited from Japan, New Zealand, Norway, Scotland, the United States of America, etc.

New "Protective" Foods

"A useful division of foods into two classes has been made—(1) the protective foods, those chiefly valuable for providing minerals, vitamins and good protein, and (2) the non-protective foods, chiefly valuable as energy-providers. Lack of calories causes starvation, lack of protective foods causes various 'deficiency' diseases which may develop in spite of an abundant caloric intake.

"Among the most important protective foods are the dairy products, especially milk. Then the glandular animal tissues (e.g., liver) and eggs; 'fat', fish, green vegetables and fresh fruit are also very rich in vitamins and minerals. Finally, there are certain fats (butter and cod liver oil) of special value for providing vitamin A and D. Vitamin D, which is sparsely distributed in ordinary foodstuffs, is a vital necessity for young children living in temperate climates or in industrial regions where sunlight is scarce, especially in winter. Among the prominent energy-giving foods are the fats, the cereals and sugar.

What for the Future?

"The health of the individual, in the majority of cases, is destroyed, not so often by severe attacks of illness (which are more in the nature of accidents) as by the gradual action of persistent but unrecognized causes, of which one of the most important is a badly composed dietary. This is one cause of inferior physical development and nervous instability, of lack of recuperative power and endurance, and consequently of cumulative fatigue and lack of resistance to tuberculosis and other infections.

> "Medical science has already made great strides in the control of disease; in this advance, the science of nutrition has participated, but the application of the 'newer knowledge' has only just begun. If the hope which nutrition holds out can be transformed into a reality entirely new perspectives will be opened up for the improvement of human welfare."

Those who pride themselves on being hard boiled are often only half-baked.

Directors Met March 10-11

THE regular meeting of the Board of Directors of the Inter-State Milk Producers' Cooperative was held on March 10-11. The Board convened at the Adelphia Hotel on the morning of March 10 and immediately recessed until the following morning, in order to permit the directors to attend the hearing called by the Pennsylvania Milk Control Commission.

Upon reconvening at 8 a.m. on March 11 at the Cooperative's office several routine matters were disposed of.

The Board approved a resolution to change the regular meeting date of the directors from the second Thursday to the third Thursday of odd numbered months, and of the Executive Committee to the corresponding Thursday of even numbered months. The former meeting date seemed to conflict frequently with meetings of other farm groups and it also made it difficult, at times, to prepare the Cooperative's financial statement in time for presentation to the Board.

Attention was called to the developments with reference to the Benson Brothers Dairy of Huntingdon, who had fallen behind in payments to producers. The Cooperative paid all members for milk delivered up to January 1 and has been active in the sale of the business to another firm on a basis which appears to assure the Cooperative of full payment for money paid to producers.

Considerable discussion centered around bills presented by certain members of the Cooperative for milk which they were unable to market after being shut off by licensed inspectors. After thorough discussion, a motion was passed as follows: "Resolved that the Cooperative refuse to pay any producer for any loss caused to him by reason of his failure to meet sanitary requirements."

It was reported that the secondary market advisory committees in the Altoona-Huntingdon and in the Lancaster areas had adopted the proposed by-laws which had previously been presented to and approved by the Cooperative.

A letter from the secretary of the National Cooperative Milk Producers' Federation, concerning the danger to dairying of some of the proposed reciprocal trade agreements was read and discussed.

A discussion of sanitary regulations was held, especially as they referred to farmers moving to new farms which are not up to par.

Never give up—never give in.

VICTOR COLD SPRAY

THE ULTIMATE IN MILK COOLING



No Pre-Cooling Required. Cools Milk 90° to 50° and lower in 40 minutes.

Here is new Efficiency and new Economy — less cooling time, lower operating costs and increased profits.

Investigate its merits by dropping us a card today.

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The farmer feels a greater responsibility when supplying milk, eggs, fruit or vegetables for local consumption where he probably knows most of the ultimate consumers. On the other hand, farmers as consumers, in purchasing at large stores in distant cities, at local chain stores with strangers as managers, or by mail, face difficulties due to the impersonal contacts.

How Cooperatives Fit

Now, let us see how cooperatives fit into this picture. Modern cooperative associations try to serve their members in most respects as though all were members of a big family. From the gross earnings (after deducting essential expenses) is returned to the members any savings in proportion to each member's participation in the business. Premiums are paid for superior quality and higher prices may be paid for uniform amounts of produce as can be marketed to best advantage, deliveries in excess of these quotas, often being salable only at lower prices. This gives each member his proportional share of the best opportunities open to the association. Just as in the typical family group, the members feel a definite pride in and loyalty toward their family connections; so these who comprise a cooperative association will discharge their membership responsibilities in a like spirit of loyalty and devotion.

Finally, just as personal acquaintanceship and activities undertaken as a group play a basic part in the continued success of the family as a social group, personal acquaintanceship between members, management, and employees of a cooperative association is good insurance for a long continued existence. If cooperative members fail to attend local meetings, do not try to understand the ins and outs of their business, and are unwilling to take some part in extending invitations to others to become members, their organization is likely to face increasing handicaps in serving the best interests of its members. Successful cooperation in economic activities, as far as membership behavior and responsibilities are concerned, begins at home in the family group in those forms of behavior, attitudes, and loyalties that make for wholesome, worthwhile living.

Milk Boosted In League of Nations Report

Dairy Council Distributes Information

ONE OF the most striking official documents published within recent years on the subject of "The Relation of Nutrition to Health, Agriculture and Economic Policy" is that of the final report of the mixed committee of the League of Nations bearing this title. Here, presented as facts assembled by distinguished scientists and economists from 52 nations of the world, are findings which assign a more important role to the milk producer and his product than ever heretofore. In the strongest possible statements the report presents evidence *that a large measure of the departure from good health of the peoples of the world is of a dietary origin and may be prevented only through adequate consumption of the protective foods among which milk stands preeminent. Going even further the report emphatically states that the application of the knowledge which science today possesses will open up entirely new avenues of physical development and well being for the human race.*

Special permission has been granted the Philadelphia Inter - State Dairy Council to make direct extracts from the report for publication in a piece of literature which will be widely distributed among consumer groups, particularly physicians, dentists, etc. The first distribution of this new literature took place at the Postgraduate Institute of the Philadelphia County Medical Society for which the Dairy Council arranged an educational exhibit. The following quotations are taken directly from the League of Nations report.

Stature Affected

States the report:—"In spite of the application of the knowledge of medicine and hygiene, the physical condition of a large part of the human race is still far below the accepted standard, and the more recent advances in medical science have established the fact that this inferiority is largely due to imperfect nutrition.

"In the great war, nations which were obliged to enroll large numbers of very young soldiers were appalled at the poor quality of the recruits that were presented for service. Medical inspection of schools revealed then and still reveals a large number of sickly children below the normal standard of development for their age. The considerable decline in infant mortality in some countries only renders more impressive the persistence of high infant mortality in others. Certain epidemics display a destructive power that seems due, not solely to the virulence of the infective agent, but also to a lack of resistance in the population attacked.

> "At the same time, the discoveries of the last thirty years leading to the 'newer knowledge of nutrition' show with ever increasing certainty that inadequate nutrition plays an important part in infant mortality and can account for the excessive proportion of under-developed school children and adolescents and the poor health and small output of a large number of workers.

"Recent observations and experiments have confirmed these important discoveries of the prominent role played by nutrition in developing health and physique. The world war afforded a striking demonstration of the effects of a deterioration in diet, when other factors (housing, sanitation, medical knowledge, etc.) were practically unchanged. The general death rate, and especially the death rate from tuberculosis—a still more sensitive index of nutrition conditions—rose in all countries (belligerant and others) where food restrictions were imposed on the population. In Germany, while the rise in the tuberculosis death rate from 1914-1918 was but 23% in the agricultural State of Bavaria, it was as much as 65% in Berlin. In Roubaix and Tourcoing, two industrial towns of occupied Northern France, the rates rose by 101% and 183% respectively.

"A further illustration is afforded by the effects of wartime food shortage on children. Their special food requirements for growth render children particularly sensitive to dietary deficiencies. Failure to achieve normal growth can easily be measured. This has been done for the school children in Berlin. Those born and brought up during the war were definitely stunted.

> "Thus, the children born in 1918 who entered school in 1925 were 2 to 2½ inches smaller and 2 to 3 pounds lighter than those who entered school in 1933. The difference was even greater for children leaving school (age 13-14); it was from 2½ to 3¼ inches in height and from 8 to 12 pounds in weight.

"Additional evidence has been provided by recent experiments showing the rapid gain in stature and weight of children resulting from the addition to their usual diet of a school meal, or even of a glass of milk daily. Thus, in a boys' home near London, a gain of 7 pounds in weight and of 2.63 inches in height in a year was recorded for boys who received a pint of milk daily in addition to the ordinary diet; others not receiving the additional milk gained only 3.89 pounds and 1.84 inches during the same period. Many similar experiments might be cited from Japan, New Zealand, Norway, Scotland, the United States of America, etc.

New "Protective" Foods

"A useful division of foods into two classes has been made—(1) the protective foods, those chiefly valuable for providing minerals, vitamins and good protein, and (2) the non-protective foods, chiefly valuable as energy-providers. Lack of calories causes starvation, lack of protective foods causes various 'deficiency' diseases which may develop in spite of an abundant caloric intake.

"Among the most important protective foods are the dairy products, especially milk. Then the glandular animal tissues (e.g., liver) and eggs; 'fat', fish, green vegetables and fresh fruit are also very rich in vitamins and minerals. Finally, there are certain fats (butter and cod liver oil) of special value for providing vitamin A and D. Vitamin D, which is sparsely distributed in ordinary foodstuffs, is a vital necessity for young children living in temperate climates or in industrial regions where sunlight is scarce, especially in winter. Among the prominent energy-giving foods are the fats, the cereals and sugar.

What for the Future?

"The health of the individual, in the majority of cases, is destroyed, not so often by severe attacks of illness (which are more in the nature of accidents) as by the gradual action of persistent but unrecognized causes, of which one of the most important is a badly composed dietary. This is one cause of inferior physical development and nervous instability, of lack of recuperative power and endurance, and consequently of cumulative fatigue and lack of resistance to tuberculosis and other infections.

> "Medical science has already made great strides in the control of disease; in this advance, the science of nutrition has participated, but the application of the 'newer knowledge' has only just begun. If the hope which nutrition holds out can be transformed into a reality entirely new perspectives will be opened up for the improvement of human welfare."

Those who pride themselves on being hard boiled are often only half-baked.

Directors Met March 10-11

THE regular meeting of the Board of Directors of the Inter-State Milk Producers' Cooperative was held on March 10-11. The Board convened at the Adelphia Hotel on the morning of March 10 and immediately recessed until the following morning, in order to permit the directors to attend the hearing called by the Pennsylvania Milk Control Commission.

Upon reconvening at 8 a.m. on March 11 at the Cooperative's office several routine matters were disposed of.

The Board approved a resolution to change the regular meeting date of the directors from the second Thursday to the third Thursday of odd numbered months, and of the Executive Committee to the corresponding Thursday of even numbered months. The former meeting date seemed to conflict frequently with meetings of other farm groups and it also made it difficult, at times, to prepare the Cooperative's financial statement in time for presentation to the Board.

Attention was called to the developments with reference to the Benson Brothers Dairy of Huntingdon, who had fallen behind in payments to producers. The Cooperative paid all members for milk delivered up to January 1 and has been active in the sale of the business to another firm on a basis which appears to assure the Cooperative of full payment for money paid to producers.

Considerable discussion centered around bills presented by certain members of the Cooperative for milk which they were unable to market after being shut off by licensed inspectors. After thorough discussion, a motion was passed as follows: "Resolved that the Cooperative refuse to pay any producer for any loss caused to him by reason of his failure to meet sanitary requirements."

It was reported that the secondary market advisory committees in the Altoona-Huntingdon and in the Lancaster areas had adopted the proposed by-laws which had previously been presented to and approved by the Cooperative.

A letter from the secretary of the National Cooperative Milk Producers' Federation, concerning the danger to dairying of some of the proposed reciprocal trade agreements was read and discussed.

A discussion of sanitary regulations was held, especially as they referred to farmers moving to new farms which are not up to par.

Never give up—never give in.

VICTOR COLD SPRAY

THE ULTIMATE IN MILK COOLING



No Pre-Cooling Required. Cools Milk 90° to 50° and lower in 40 minutes.

Here is new Efficiency and new Economy — less cooling time, lower operating costs and increased profits.

Investigate its merits by dropping us a card today.

VICTOR PRODUCTS CORPORATION
HAGERSTOWN, MARYLAND

Should Farmers Organize?

Here Is One Answer

We are indebted to the American Produce Review for the article appearing below, which gives us an opportunity to congratulate Benjamin G. Eynon, manager of the Pennsylvania Milk Dealers Association and, at the same time call to the attention of our members the urgent need for milk producers to be organized in strong associations of their own.

Mr. Eynon has done an excellent job of building up an organization of milk dealers and his association is now considered one of the strongest state dealer organizations in the entire country. Such an organization can be of advantage to the industry as a whole, including milk producers, by encouraging uniform policies over the entire state. However, in order for producers to realize any advantage they too must be strongly organized so as to be able to bargain effectively with these organized milk dealers. The article follows:

A LIVE PENNSYLVANIA ASSOCIATION

It Has Completed Five Years of Effective Work Under Capable Management

On January 18, 1933, a group of milk dealers met informally in a hotel room in Harrisburg, Pa., and decided that a State Association of milk dealers was necessary for the preservation of those engaged in the distribution of milk. The outgrowth of this gathering was the incorporation of the Pennsylvania Association of Milk Dealers—in the year 1933. The business of the Association was first conducted from the offices of a local attorney but in July, 1935, the work became so voluminous and required the undivided attention of one in a supervisory capacity that it was necessary to maintain independent offices. These offices were opened in the present location at 324 Telegraph Bldg., Harrisburg, Pa., and Benjamin G. Eynon, former Commissioner of Motor Vehicles of the Commonwealth of Pennsylvania, was engaged as manager. At the time of incorporation, membership numbered a mere handful. However, today the Association has a mailing list of over eight hundred.

The question, "Why Should I Join the Pennsylvania Association of Milk Dealers?" has been answered adequately and convincingly in the following seventeen ways:

This Is What the P.A.M.D. Does!

"1. Assists, fosters and promotes active and helpful affiliated local associations in building up their membership; by (a) assisting in meetings, rallies, carrying the story of organization to the industry through the Bulletin and all other available material, and (b) by developing personal services with direct benefits that the Association may hold out to attract members.

"2. Provides facilities and assistance in the development of conference groups of milk dealers and aids in the solution of their special problems.

"3. Issues the P. A. M. D. monthly News Bulletin on matters of national, state and local interest in the Milk Industry.

"4. Develops and distributes data to promote the welfare of the Milk Industry and to refute prejudicial propaganda detrimental to that Industry.

"5. Will supply speakers, information and other aids for meetings of local associations and civic bodies.

"6. Perfects strong organization in the Milk Industry to assure enactment of fair and effective State laws for equitable administration under constructive and workable rules, regulations and orders, and to develop improvements in legislation as experience and necessity dictate.

"7. Watches closely all State legislation covering labor, taxes, other legislation, etc., in any way affecting the Milk Distributing Industry, and takes steps immediately to organize opposition to all measures that would affect the Industry adversely.

"8. Assembles information on legislation affecting the Industry; analyzes State laws; secures information on the effectiveness of laws in operation and the experience of the Industry under such laws, and with this information assists members in their legislative problems.

"9. Promotes reasonable and uniform rules, regulations and orders, affecting the Industry, of the Pennsylvania Milk Control Commission, State administrative departments, etc.

"10. Provides for appearance of members of the Industry before the Pennsylvania Milk Control Commission and other State administrative offices.

"11. Provides a direct contact for the Industry with associations of other trades and industries for handling mutual problems.

"12. Maintains contact for the Industry with all State government offices, such as Departments of Agriculture, Health, Internal Affairs, Revenue and the Pennsylvania Milk Control Commission.

"13. Assists members of the Industry in State income tax problems and in other matters before State government departments.

"14. Assists Association members in matters pertaining to automobile license tags, certificates of titles, etc., relating to motor vehicle operation.

"15. Maintains clearing house for all information of general interest to the Industry to be issued through bulletins and pamphlet service.

"16. Has a record of many years, as an exponent of the best in milk distributing affairs, is dedicated to its permanence and continued usefulness.

"17. As a service organization, it returns big dividends on every dollar the members pay in."

Special Note:—It is interesting to note that during the recent withdrawal period of the Cooperative, certain members of the Pennsylvania Association of Milk Dealers urged members of this Cooperative to withdraw because it isn't necessary for producers to belong to an organization.

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Avoid Pasture Flavor In Early Spring Milk

In a short time Nature, aided by good management, will again provide a very succulent feed, pasture grass, for our dairy cattle. However, if cows are allowed to go on pasture without some sort of planning, the flavor of their milk will be affected, says I. E. Parkin, dairy specialist at Pennsylvania State College.

"Due to educational material made available by dairy councils and the advertisements of milk companies, and through the promotion of the dairy industry by local, state, and national interests, the consumer is using more milk but is also more conscious of off-flavored milk," he says. "The milk plant operator cannot work miracles with the milk he receives from his patrons. When the consumer receives poor milk, complaints roll into the dairy plant, consumption decreases, and the farmer loses because of decreased sales."

When cows fed on dry rations all winter begin to eat the pungent green shoots of early spring pasture, their milk may become tainted with a strong pasture flavor which the consumer does not like.

It is recommended that a feeding of straw or low quality hay supplement, at first, the pasture feed and thus retard the digestion of the grass so that its nutrient material may be better assimilated by the cows. The animals should be placed on pasture for very short periods at the beginning of the pasture season, preferably for a short time in the morning and again for a short time in the early afternoon. These periods gradually should be lengthened as the grass becomes less pungent and watery. Pasture feeding must be changed gradually as must any other feed in the cow's ration.

All pastures should be free of obnoxious weeds, such as garlic, ragweed, wild onion, bitterweed, and others. When cows eat these weeds, their milk usually becomes unfit for human consumption.

To prevent any "off-feed" flavors in milk, cows should not be fed or have access to feed for at least a period of two hours prior to milking. Neither should there be any feed odor in the barn at the time of milking.

●

Nothing Can Hold a Co-Op Back But the Men In It

The success of a cooperative—more than any other business—depends upon the men who are in it.

The reason for this is that a cooperative requires a closer working together than is customary in most commercial organizations. The entire theory of cooperative activity is that better returns are made possible by this close coordination of interests.

This close coordination of interests extends not only to the members. It applies to every individual and organization connected with the business—from the employees to the concerns with which it has outside contacts.—*Sunkist Courier.*

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, $1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

"ELECTRIC MILK COOLERS $99.50. WATER SYSTEMS $36.50. Thousands in use. Write for name of nearest Dealer or User and save half. Dept. IR. COMMERCIAL REFRIGERATION CO. INC., Rochester, N. Y."

WANTED—To hear from owner of farm or unimproved land for sale. Wm. Hawley, Baldwin, Wis.

THE SAFE WAY TO LOW COUNT MILK

STERILIZE DAIRY UTENSILS WITH HTH-15

● HTH-15 has helped thousands of dairymen to lower bacteria counts through better sanitation. HTH-15 is a chlorine carrier that kills bacteria quickly. Used as recommended HTH-15 is more economical, is harmless to dairy metals and meets every sanitary requirement. Because of its powder form, HTH-15 is easier to use, retains its strength and will not freeze or become lumpy. Try HTH-15. Ask for literature outlining an effective sanitation program for milk producers. A postcard will bring full information and a free ¼ lb. sample.

812

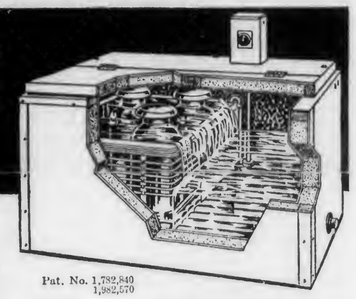
AVOID REJECTS—*HTH-15 helps you meet the most rigid sanitary requirements*

THE MATHIESON ALKALI WORKS (INC.)
60 East 42nd Street • New York, N. Y.



Use HTH-15

Here is the MILK COOLER for You!



Pat. No. 1,782,840
1,982,570

AN ESCO "NI-AG-RA"

Match an Esco "NI-AG-RA" point by point, with any other milk cooler on the market. You'll find it has *all* the good points of the others . . . PLUS the greatest milk cooling feature ever developed—the patented Neck-High Water Leveler.

This means better cooling . . . less work . . . and lower operating cost. It keeps the icy cold water bath always up around the neck of every can whether one can, half or full capacity is in place. This constant level is maintained automatically . . . no valves to turn, no dummy cans needed.

NO OTHER COOLER HAS THE AUTOMATIC NECK-HIGH WATER LEVELER

You also get in the Esco "NI-AG-RA" complete circulation and positive controlled agitation of the entire cold water bath. Cools all the Milk in every can to 50° or lower in one hour or less. You have full storage for both milkings. 2- to 27-can capacities.

Before you spend your hard earned money on a milk cooler, BE SURE to send for complete information on the new Esco "NI-AG-RA". Send penny postal telling how many cans of milk you ship each day. We'll send you full particulars, including the name of the ESCO dealer near you where you can actually see the "NI-AG-RA" in operation. Easy payment plan can be arranged.

ESCO

WRITE NOW!

READ WHAT THESE DAIRYMEN SAY ABOUT THEIR ESCO
Thousands of others feel the same way

"Much to my surprise I am cooling my milk much more economically and more thoroughly than I ever believed possible. Anyone cooling milk should have an ESCO Milk Cooler." E. L. Harvey, Mass.

●

"Since installing my ESCO Milk Cooler we have never had a can of milk come back, and in the hottest weather our operation cost was about 80c. We have never had any trouble cooling our milk down in an hour." Ed. Sager, N. Y.

●

"I am well pleased with my ESCO Milk Cooler. It does not run very long to do my milk cooling job and is very economical in the consumption of electricity. It does everything that you said it would do and I am pleased." Oliver Miller, Penna.

●

"That's a great milk cooler . . . wouldn't be in business without it. Only costs me $1.67 per month to operate." Eben Huggett, Maine.

ESCO CABINET CO.
690 E. BIDDLE ST. WEST CHESTER, PENNA.

Dr. Naylor's
MEDICATED TEAT DILATORS



The only *soft surface* dilators. Fit large or small teats, do not overstretch or tear. Dr. Naylor dilators are sterilized, medicated, saturated with healing ointment. They carry the medication INTO teat canal, keep teat OPEN while tissues heal. Safe and dependable for Spider, Scab Teats, Cut & Bruised Teats, Obstructions. Easy to insert. Stay in the teat. Accept only genuine Dr. Naylor dilators.

LARGE PKG. (48 Dilators).....$1.00
TRIAL PKG. (18 Dilators).....50

Ask your dealer or write for folder of other Dr. Naylor Dependable Veterinary Products.

H. W. NAYLOR CO., MORRIS, N. Y.

Market Conditions

BUTTER PRICES have remained steady since the decline in January and February, due largely to the Government purchase program started on February 14th. However, another decline started on March 25 with the wholesale price of New York 92-score butter going down to 29.5 cents per pound. This price is approximately 8 cents per pound lower than on the same date a year ago. This lower butter price is equivalent to a decreased price for Class II milk of 38 cents per hundred pounds.

Undoubtedly this price drop is caused in part by a decrease in consumption, the trend of which is indicated in a recent issue of "Monthly Domestic Dairy Markets Review". The apparent trade output of creamery butter during December, 1937, as compared to December, 1936, was down approximately 3,000,000 pounds. This decreased consumption is also apparent in January, 1938, as compared to January a year ago.

Milk Production continues heavier than a year ago. Reports from six Philadelphia distributors show the average daily milk production of the 6,445 producers supplying them during February, 1938, amounted to 205 pounds compared to 195 pounds for 6,409 producers in January, 1938; 195 pounds for 6,568 producers in February, 1937; and 169 pounds per day for 6,896 producers in February, 1936. The volume of milk received in Philadelphia during the first four weeks of March, according to the Federal "Weekly Milk and Cream Reports", was up approximately 37,200 cans (40 quart). During the same period there were approximately 1,900 more cans (40 quart) of 40 percent cream received than a year ago. The price per can of Pennsylvania and Newark approved cream was 25 to 50 cents a can higher than a year ago.

In a report from the Bureau of Agricultural Economics, milk production for the United States on March 1, 1938, was "between four and five percent above the rather low production on the same date last year, and was the highest on that date since 1933." Production in Pennsylvania, however, was down 0.7 pound per cow per day as compared to March 1, 1937; Maryland production was down 0.1 of a pound per cow, while New Jersey production was up 0.1 per pound per cow. Many producers now have their stock out on pasture, which will help to relieve their feed cost situation.

Feed Prices generally continued a slight downward trend in March, 1938, compared to February and, with the exception of linseed meal, were from 16 to 32 percent lower than in March, 1937. The March price of 34% linseed meal was approximately the same as in February, but nearly $3.00 per ton higher than in March a year ago. Wheat bran and corn meal show very little change from last month, while alfalfa hay was reported 17 percent lower and 23% gluten feed was down approximately 10 percent in March from February. For further details see table on this page.

Fluid Milk Prices in other markets show many declines. Producers' Class I price in Buffalo, N. Y., to some dealers was down 40 cents per hundredweight in March, with the retail price 2 cents per quart lower. In Providence, R. I., the Class I reduction was 12 cents per hundredweight. Grand Rapids, Michigan, Class I price was down 47 cents per hundred pounds and the retail price down 1 cent. Other reductions were as follows: Duluth, Minn., 10 cents; St. Paul, Minn., 16 cents; Paducah, Ky., 42 cents, with retail price 1 cent per quart lower; and Lexington, Ky., 30 cents. The retail price in New York City went down 0.5 cent per quart on March 28 and producer Class I prices went down 20 cents per hundred the same day.

Milk Sales as reported by the "Milk Industry Foundation" for 136 leading markets of the United States were 3.02 percent lower in February, 1938, than February, 1937. Although we have no sales data for the Philadelphia market, we feel doubtful about there being any increase in sales because of the recession. This is indicated by the amount of milk which must be disposed of through other outlets. It is almost impossible at the present time to place a producer with a dealer if a producer loses his market.

Butter Imports during January, 1938, amounted to 314,000 pounds compared to 2,390,000 pounds in January, 1937. Imports of all types of cheese the same month were 3,200,000 pounds, according to government reports, compared with 5,022,000 pounds imported during January a year ago. Importations of casein, cream, condensed, dried and evaporated milk are all considerably lower this year.

Evaporated Milk Production in February, 1938, was over three million pounds higher than in January, 1938, and up approximately the same amount over February, 1937. Production of condensed milk was approximately the same for those three periods.

Cheese Consumption in the United States last January was almost two million pounds more than was consumed in January, 1937. Production was approximately 1,300,000 pounds higher in January, 1938, than a year ago. In other words, cheese production increased 3.3 percent while cheese consumption increased 3.4 percent. Butter production in January, 1938, increased eight million pounds or 7.5 percent over January, 1937, while consumption was off 0.5 percent.

MARCH, 1938, BUTTER PRICES

Date	92-Score Solid Pack Philadelphia	New York	Chicago
1	30½	30½	29½
2	31	30½	29½
3	31	30½	29½
4	31	30½	29½
5	31	30½	29½
7	30½	30½	29½
8	30½	30½	29½
9	30½	30½	29½
10	31	30½	29½
11	31	30½	29¼
12	31	30½	29½
14	31	30½	29½
15	31	30½	29½
16	31	30½	29½
17	31	30½	29½
18	31	30½	29½
19	31	30½	29½
21	31	30½	29½
22	31	30½	29½
23	31	30½	29½
24	30½	30½	29¼
25	30½	30	28
26	30¼	29¾	27¾
28	30	29½	29
29	30¼	29¾	29
30	30¼	29¾	29
31	29¾	29¾	29
Average	30.72	30.33	29.30
Feb. '38	31.56	31.13	30.09
Mar. '37	36.31	35.82	35.00

Jimmy: "What's that book?"
Elsie: "It's entitled 'What Twenty Million Women Want'."
Jimmy: "Yeah? Let's see if they spelled my name right."

Feed Price Summary for March, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	March, 1938 ($ per T.)	Feb., 1938 ($ per T.)	March, 1937 ($ per T.)	% Change March, 1938 compared with Feb., 1938	Mar., 1937
Wheat Bran	32.12	32.02	44.28	+ .31	-27.46
Cottonseed Meal 41%	35.50	35.99	47.11	-1.36	-24.64
Gluten Feed 23%	34.20	38.17	42.63	-10.40	-19.77
Linseed Meal 34%	50.83	52.16	47.68	-2.55	+6.61
Corn Meal	30.79	30.49	45.73	+ .98	32.67
Mixed Dairy Rations: 16%	33.10	33.72	41.99	-1.84	21.17
24%	38.09	39.23	46.81	-2.91	18.63
32%	40.22	41.68	48.03	-3.50	-16.26
Brewer's Grains	31.52	34.57	41.60	-8.82	-24.23
Alfalfa	20.33	24.50	26.73	-17.02	-23.94

More Good Meetings

The Kennett Legion Hall at Kennett Square was packed to the doors on the evening of March 2 when the members of District 15 held their dinner meeting. Howard G. Eisaman, chairman of the Pennsylvania Milk Control Commission; A. H. Lauterbach, Inter-State's general manager; Howard W. Wickersham, director in the district; and State Senators George B. Scarlett and Weldon Heyburn were all on the program which was attended by about 400 persons.

This meeting ranks high among all Inter-State meetings in the spirit shown by the members, in attendance, and in downright interest in marketing problems we face today.

Inter-State members from Bucks County, District 17, held a highly successful meeting at the Buckingham Grange Hall on March 22 which was attended by well over 200 members and their families and friends. Here, too, keen interest in the problems of the Cooperative and of milk marketing problems in general was shown by the members.

The program there was headlined by Mr. Eisaman and B. H. Welty. Inter-State president. Joseph Briggs is director in the district and was assisted in developing plans by the district officers.

The meeting at West Lampeter on March 23 brought out a crowd of more than 100 from that section of District 7 of which H. K. Martin is director. This, like the Bucks meeting, was an evening meeting followed by refreshments and the program was devoted largely to business. H. H. Snavely was local chairman and Mr. Lauterbach the chief speaker.

Another outstanding meeting was that of District 8, held at the Kimberton Grange Hall on March 29, with an attendance of about 150 members and friends present. H. B. Detwiler was toastmaster of the meeting which was arranged by local delegates and officers.

Furman Gyger, director, emphasized to the members the value of cooperation and asserted that he would serve as director as long as they desired him to do so and when they picked someone else for director, he will continue to work with and fight for the Cooperative.

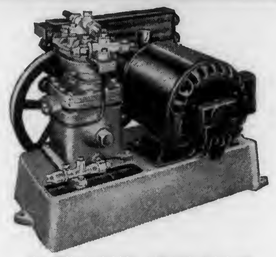
Robert Pattison and Howard G. Eisaman both spoke at this meeting and complimented the Inter-State upon its work and the great help it has given the Commission, especially in the bonding case. They asserted that now, more than ever, producers must get together under one strong organization in order to protect their own interests.

Mr. Lauterbach outlined recent activities of the Cooperative, especially in the Huntingdon market and at the Centreville, Maryland, receiving station. He asserted that in any area with a strong sign-up of producers and wholehearted support from the membership, such as at those two places, the Cooperative can accomplish anything reasonable which the producers may desire.

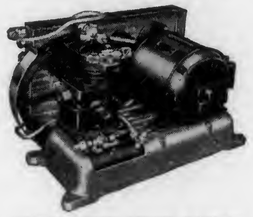
The success of the numerous district and sectional meetings of Inter-State held during the past three months has been outstanding. They have gone far in bringing about a sound understanding, not only of the Cooperative but of the numerous complicated marketing problems.

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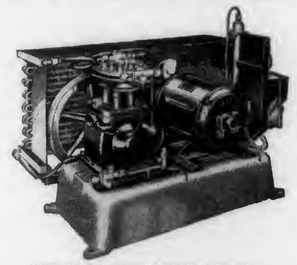
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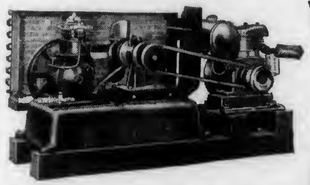
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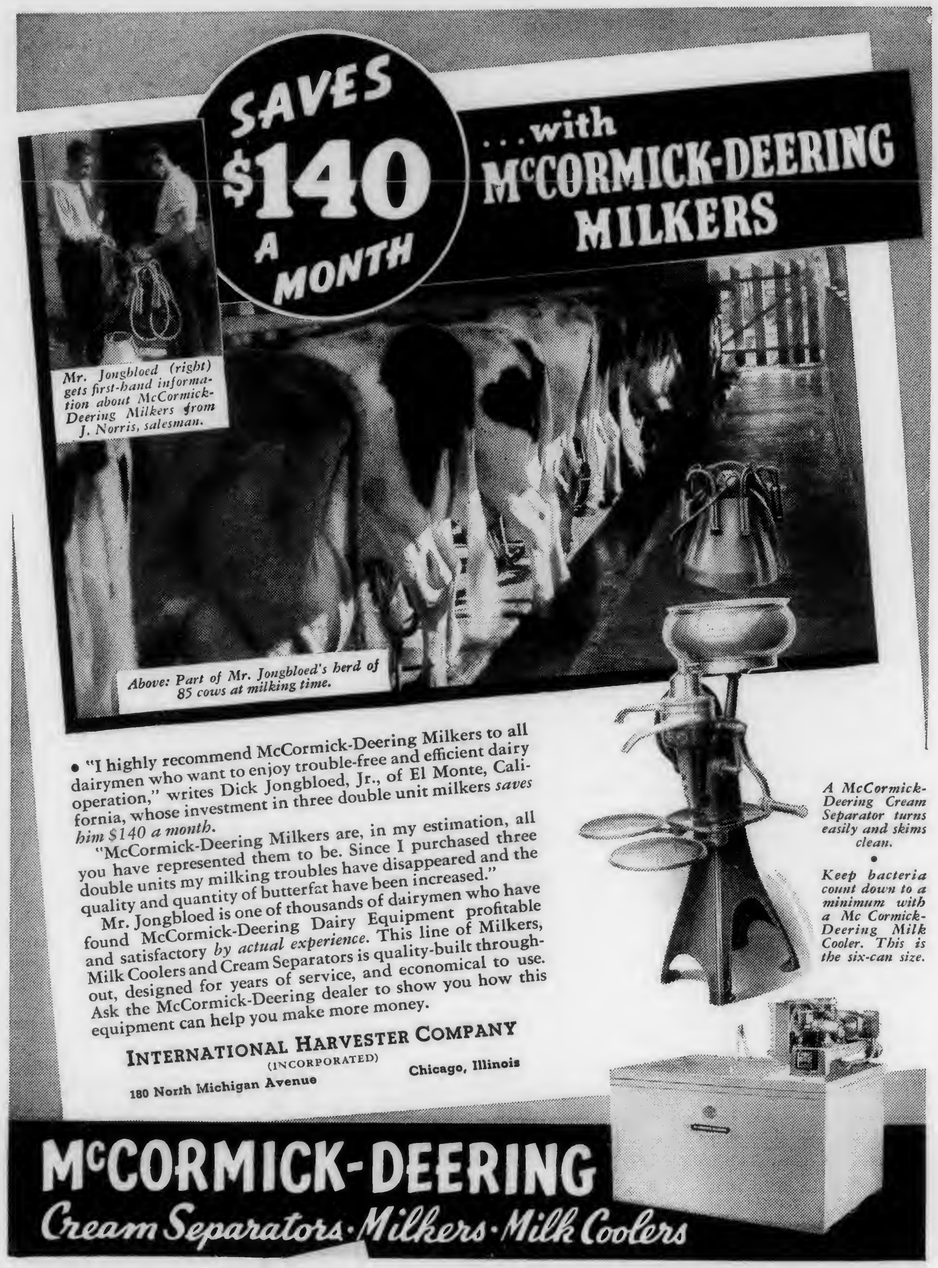
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The average Maryland farm has 98.7 acres in it, has 60 percent of its land available for crops, and has an average valuation for land and building of $5,465.



"What is a Civil ...
called, when ...
car?"

Library,
Agric. Econ. & Fm. Mgt. Dept.,
N. Y. State College of Agric.,
Ithaca, N. Y.

... make
...er, young man."
... wish you would. I
... seem to be doing so well."

...nan who waits for just the
...e to start never gets any-

...guests at a recent ball were supposed to represent insects. A meek little man who arrived in his everyday clothes and without any disguise explained falteringly that it was his wife's idea.

About the busiest thing in the world is a hen scratching for one check. We must give the hen credit for not letting up on her energy because the chick crop was not what she expected.

Without frugality few can become rich, and with it few would become poor. —*Samuel Johnson.*

End of Volume